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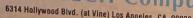
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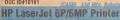
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We're pleased to bring you the tenth iteration of our yearly list of distinguished achievers, from world-renowned wizards and famous executives to creative entrepreneurs and hardworking teachers. Thanks to our many readers who offered suggestions to help us select this year's honorees!

Also, on page 214 we list the original MicroTimes 100 from January 1988, providing an opportunity to contemplate the volatility of the industry and the persistence of vision



News & Views

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Jonathan E











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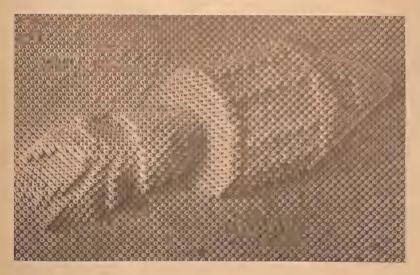
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PUBLISHER Brad Christopher

ADVERTISING 213-851-8600

ACCOUNT Shelley Gardon
EXECUTIVES Tracy Longo, Herb Mendelsohn Michelle Rosendin

Edward Domantay CREDIT Months Doug Morgan EDITORIAL 510-934-3700

email: Microx@well.com

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PRODUCTION 510-934-3700

OF PRODUCTION Amy Marson PRODUCTION Kenny Priest ARTIST Randy Bailey AND CORDINATORS Kay McVane, Jesse Sullivan GRAPHIC ARTS STAFF Rundy Atwood. Tracy McCormack Mark Peterson, Marshall Pickett, Heather Porter. PROOFREADERS Mary Knappenberger, Beth Decker.

DISTRIBUTION 213-851-8600 Distribution provided by BAM Media

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Y.P., DIRECTOR OF PUBLICATIONS Gary W Austra DIVISION DIRECTOR G MARKETING MANAGER Robert Hammond
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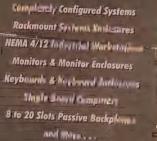
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Industry Insights

Death Of Apple: Highly Exaggerated No Room For Complacency

It doesn't

take a contrarian to point out the problems with the recent spate of business press announcements that Apple may be us danger of going out of business. These dire predictions are about us cyclical as Apples ability to improve its product lines, although the two cycles seem oddly out of synch. Basically, there's nothing wrong with Apple that hasn't already been a problem in the past that got fixed.

This isn't to say that everything

Apple is rosy; it isn't. Some days, it seems like the people working on the next-generation Macintosh operating system couldn't program their way out of a paper bag even with

When the working on the working way is even like the people

new product development have forgotten that most of Apple's market is in familles that make less than \$60,000 per year. Still.

Apple is going strong, staying branched out
into a number of promising areas, maintaining

By good lead on Microsoft

Be see-ofuse, and generally trying to make its estab-

The Next Big Operating System

One reason for analysts' gloomy outlook on Apple in the last few months is that the long-awaited (and long-overdue) Macintosh operating system software won't be seen until August at the earliest. Although Apple's constant delays in releasing the software (or even figuring out what will be in it) are a disappointment.

rent Macintosh users, very few of them saying, "Damn, Apple's late again; I'm going to buy a PC and learn Windows." And it's not as if Microsoft is turning out its next-generation operating system any faster.

MacOS version 8 will be here when it gets here. All computer | | a way gotten used to delays and redesigns. This one is particularly obvious, however, because Apple has been saying "six months or | | year" for over two years. The operating system | | being redesigned from the ground up, with its feature set changing with each copporate renewal at Apple.

To its credit, Apple has done much better for its users with interim upgrades to the current operating system than vendors like Microsoft. but Apple has not committed to this, for good reason. Backward compatibility always leads to lower functionality. Windows, \$\extstyle{\textstyle{\textstyle{1}}}\$ is excellent example of this. In order to keep as much software running as possible, Microsoft loaded itself with an archale file naming scheme that dates back eighteen years, hardware handling that hasn't seen much real improvement in over five years, and so \$\infty\$

Moving Forward, Keeping

The trick is trying to figure out how much incompatibity end-users are willing we put up with in the new operating system. A completely incompatible operating system would be crazy,

of a Mac software than hardware and you don't want so with the lides of having essentially no backwards compatibility with earlier systemstartup documents, and high to com

Although Apple's constant delays in releasing the software (or even figuring out what will be in it) are a disappointment to current Macintosh users, very few of them are saying,

Sure, Apple's numbering system is crazy (the current OS is version 7.5.5, as il we need three digits), but at least they keep adding better features in immed that its customers demand, like Internet immediately.

Some of the consternation reported in the press is because Apple has still not decided whether or not MacOS 8 will be backwards-compatible with MacOS 7.5. You might think that Apple would have to keep it compatible,

"Damn, Apple's late again; I'm going to buy II PC and learn Windows."

plete) compatibility with programs.

myou're Microsoft, you wan do as little or as much m you want in a more operating system and some have tens of millions of people buy it. Apple doesn't have this kind of luxury. It has

Industry Insights continued

proven that by doing small amounts, it hasn't lost many users. Although different market research companies have different numbers, Apple's share of the market has not changed much in the last five years. But this also means it hasn't gone up much, either

A big change in the operating system that

brings a host of new benefits could in fact get it a crop of new users, particularly if these changes allow purchasers to do more with lower hardware costs. Microsoft has been leading the pande on RAM bloat, the tendency for software to require more and more RAM to run with each succeeding version. Although RAM is not all

that expensive right now, a new RAM-conserving operating system could let Apple advertise that you get more features in a less expensive system than with Intel systems.

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So, When Do We Get To See This?

Depending on when you read this article, Applemay have revealed more about what will and won't be in the new operating system, and when they think it will be ready. Apple decided not to make these announcements at COMDEX in November, instead, it will use Macworld Exposs the place to tell its users what it will do net. The choice of venue shows that Apple still madout its current end users and the feeling that Mac users are a breed apart.

Of course, you should suspect any date Apple gives for MacOS 8. They have been so wrong so often in the past, any new date can be safely ignored. Instead, wait for the release of the first public beta test of the software, and then add four to six months. One might be wise to do this for future Microsoft operating systems as well

Apple is, however, expected to have one of two minor releases of MacOS 7 before it ships MacOS 8. The first one should be available in a few months, and will consist mostly of improvements to current Internet and graphics programs. The next release, which we all hope will be called MacOS 7.6 instead of MacOS 7.5.6 for even MacOS 7.5.5 Release 2, God forbid, is expected to bring all Mac users who have bought any kind of Mac hardware in the past two years up to the same leyed of functionality.

There's More To The World Than Operating Systems

Although the lateness of MacOS 8 is hurting Apple less than the trade press suggests, there are areas where they clearly need to improve in order to build customer loyalty. The other half of Apple's sales equation, hardware, in timping along with about as little innovation as we are seeing in Intel-based computers. Apple's recently-announced desktop systems have more memory and faster CPUs, but fittle else to entice current users to upgrade or new users in want if a Mac any more than they did five years ago.

The situation for Macintosh portable computers in significantly worse. After a disastrous year of recalls and unavailable models. Apple announced the 1400 series of portables. While they have a few innovations relative to other.

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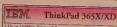
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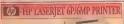
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Laptops

Removing Programs From Windows 95

Removing

unwanted applications from your computer has become increasingly complex as computers themselves become more complex. To help you solve this problem, a class of software has been developed to accomplish this seemingly simple task. The latest entry in the stores is a complete reworking of the program that helped define this field—Uninstaller.

Uninstaller I is fine-tuned to the Windows95 cut the bargain, works equally well with Windows NT 3.0 Over the years, I have played with these programs as they came to market and often found competing programs so close is what they do that I declared it a tossion of the three works of the meets I finantialler seems, for the moment, to be the clear winner.

New versions of almost any program that has already gone through multiple major revisions will usually do a whole a lot more then its Initial release. In the case of Unfuscialer and its competition, these programs will not only remove applications or groups of applications from your computer, but also help.

your computer, but also help you clean your hard disk of other unwanted and unneeded files When a program is elimnated, for instance, it often nated, for instance, it often teaves the digital equivalent of crumbs scrattered throughout the system. These little bits and the system. These little bits



hard to find but take up disk space and serve no useful purpose.

When UnInstaller 4 loads the first time, it inventories your hard disk. This process takes several minutes, but it goes through each file

UnInstaller 4 is fine-tuned to the Windows 95 environment and, in the bargain, works ∈qually well with Windows NT 4.0.

and sees just what it needs to run and where those elements are stored. Afterwards, each time you start Uninstaller, it scans your disk to bring its database up to date. When it removes program from your system, it knows if these peripherial elements are needed by other programs. Furthermore, safety is uppermost in the minds of the folks who created Uninstaller Each item that is removed is compressed and stored so you can easily restore anything that should not have been removed.

As I was experimenting with this capability of found two different listings for one of my programs and noticed that the one listing seemed to be nothing but shortcut files. After I removed this program I discovered that the files that the ahortcuts pointed to were also removed Uninstaller easily restored the needed files it had removed and my system was back to where I had begun.

i also wanted to see if Uninstaller 4.0 was simple enough to use without referring to the User's Guide. I thoroughly mastered this program before turning to the documentation. In

reading over the booklet, I learned subtleties that I had missed, but the point is, for all its complexity, it is simple to use.

MicroHelp has incorporated other useful features to help you avoid mistakes. Removing unwanted applications is rather straight forward, but cleaning a hard disk

continued on page 33

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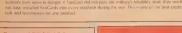
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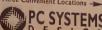
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Solutions

Laptops continued from page 28

of unneeded files is a bit more complex because these files may be necessary for multiple programs. As you begin to clean your hard drive, you can choose categories like shortcuts that point to programs that are no longer in the machine. As you work with Uninstaller, it puts a color code before each file it suggests for elimination. A green dot means that it is clearly safe to remove the file. A yellow dot means use caution and a red dot means that you should not touch the file.

Another tool lets you find duplicate files that are exactly the same name and size. Again, you are warned whether it is safe to remove the files or not. Several years back. I used "e early version of a competing product and ended up wiping out a number of files that I needed. It turned out that one of my applications saves files between the more of the same and no but there are many non-technical users and no but there are many non-technical users and no

one should be afraid they will mess up their system by using what should be a helpful until-MicroHelp has gone out of its way to save you from yourself. No matter how inexperienced you are. If you follow the online advice, you will not have trouble with this program

UnInstaller 4 also lets you archive programs that you am infrequently it will compress these files and automatically uncompress them when needed. In the meantime, you have saved a good deal of disk space. This feature is particularly helpful if you am running out of disk space and have lots of programs that you need but seldom use.

Another useful tool is the transfer button, which lets you transfer programs to a second computer. If you primarily was a desktop computer, for instance, but want to install programs on your notebook, you transfer the application with Uninstaller, It compresses the program onto a removable medium and then installs at into the second computer This is often preferitor the second computer This is often preferitor the second computer.

able to reinstalling from scratch and having to configure the second system the way you want it to be.

ntinued on page 1888

RESOURCES:

Uninstaller 4, \$39.95 MicroHelp Corp. 4211 J.V.L. Industrial Park Dr., NE Marietta, CA 30066 1-800-777-3322 URL: www.microhelp.com

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BY PETER JOHN HARRISON

Power-Up Networking

Fortunately There Are A Range Of Devices You Can Use To Protect Your Computing Environment, Even If You Are On A Tight Budget

bad year for the electrical power industry in California. Early in the year fierce storms lashed at power lines and nearby trees, causing hundreds of lines to go down and blackouts. Then,

during the summer, high electrical demand twice overloaded the electrical power grid throughout the West. causing blackouts in California and other western states. In my Newark, California home the power went out at least half a dozen times that I can remember, probably more. I have never had to reset my VCR time clock many times in a year before. By now you have probably guessed

inv point. Our computers all need power in order to work. To them, electricity is their air, water, and sustenance of their activities. The problem is that electrical power from the wall socket is less than 100% dependable, and even a momentary lapse in the supply can cause data loss, corruption, sometimes even hardware damage-a very high price to pay for a few moments of darkness

Power outages are not the only problem with our computer's food supply. Every day our computers have to deal with variations in their power-"spikes," "surges" and "sags" in the voltage all adversely affect your computer's performance in a variety of subde and unexplainable ways. Ever turned on an appliance and nonced that the lights dimmed for a moment? These "sags," and the "surges" that occur when the appliance is back off affect the power sup-

plied to our computers, too. Occasionally the power grid itself in the source of a surge. While restoring power after a storm in early 1996, for example, PG&E sent a surge through one San Jose neighborhood powerful enough to blow out the circuitry of household dishwashers and

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refrigerators. These daily and occasional events. as well as "spikes" caused by lightning strikes can cause your computer to figuratively skip a beat, and literally lock up your system, corrupt date, or fry hardware components.

Worse yet, surges and spikes can also travel across your network and telephone wiring,

spreading to other computers and peripherals connected to your LAN, even when they are switched off. These power supply problems pose a serious threat to your LAN and the data that resides on it. Fortunately there are a range of devices you are to protect

your computing environment, even if you are on a tight budget

Surge Suppressers

The first of these devices is a simple surge suppresser. Surge suppressers prevent two common power problems, surges and spikes, from damaging your system by supplying it with too much voltage. Their principle of operation is simple: When the safe limits, they dump the excess # the ground, the "third prong" on your wall socket.

Surge suppressers are rated by the (pass to ground) without overheating and failing, by their *clamping volt age" that defines the maximum voltage they will pass before passing cutrent to ground, and by how quickly they respond to spikes and surges Since almost all surge suppressers

have more or less acceptable clamp. ing voltage and response time, the thing you really want to look for in their energy absorption rating, the higher the better.

The cheapest surge suppressers dissipate less than a quarter of the energy that high quality units do: 120 joules, sometimes less. Most com puter power supplies can handle surges that



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Networking continued



Every day our computers have to deal with variations in their power—"spikes," "surges" and "sags" in the voltage all adversely affect your computer's performance in a variety of subtle and unexplainable ways.

small anyway, so cheap surge suppressers do not do much good. Look for m least 220 joule capacity, more if you have power-hungry appliances on the same circuit-like an office copier, refrigerator, an other large, motor-driven appliances.

Another thing to look for is an indicator light to tell you your surge suppressers are in good working order. On most surge suppressers the light stays on until a large surge in spike comes through and burns it out, so check them often, and if one ever does go out, replace it and be relieved that the surge suppresser bit the dust-not the equipment it protects.

Vanilla surge suppressers with 220 joule energy absorption ratings cost from about \$15 to \$40. For a few extra bucks you can get a surge suppresser with mill joule or more energy absorption, protection for your telephone line and modem, as well as suppression of another power pest, electromagnetic and radio frequency interference Considering the value of the computer equipment and data surge suppressers protect, I think the extra money m well worth it.

Uninterruptible Power Supply

Surge suppressers and great when it comes to protecting your equip from damaging "over voltage" situations, but not from blackouts or sags in line voltage. These "under voltage" problems usually do not damage computing hardware, but they can cause data loss, corrup

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Solutions

Networking continued

Worse yet, surges and spikes can also travel across your network and telephone wiring, spreading to other computers and peripherals connected to your LAN, even when they are switched off.

tion, and system lockups that can also cause problems with other components of your LAN with many database packages, for example, you accompute a database of a power sag interrupts a computer "clients" connection to the server while it is updating a database. To protect your computers from these electrical demons you need a UPS, an Uninterruptible Power Supply

A UPS system provides continuous power by monitoring the line voltage coming from the wall socket. When a surge or spike hits, they ground out the over-voltage, just an any surge suppresser does, but when line voltage sags, they switch to internal battery power until the input line voltage returns to acceptable levels. UPS systems are tated by the amount of current they can provide, measured in volt-amperes (VA). The most inexpensive UPS systems, for example, provide about 250VA, enough juice to power a 120MHz Pentium computer and monitor for about five minutes. Faster CPUs use more power and, therefore, a more powerful and expensive UPS. (See the "resources" list accompanying this article for APC's "Size-UPS" Web Page, which will help you calculate the size UPS you need.)

Five minutes is long enough to get you through shorter power interruptions and still provide time but your computer down if it looks as if things are going to be dark for more than just a minute or two. That kind of protection does not have to cost a fortune, either. I have two basic 250/M JPS systems on my LAN, one cost me just \$60, the other was jess than \$100.

For those prices you do not get much, just a very basic 250VA UPS. For extra cash you can buy higher VA ratings for longer working times and "smart" interfaces that let the UPS tell the computer it supports when the power has failed. That way advanced operating systems with built-in UPS support software, like NetWare servers, Windows 95, and Windows NT, can shut down and start unattendeda "must have" feature for servers and other "mission-critical" systems. Since UPS batteries wear out every few years, you should also make sure your system's batteries can be replaced. Another really useful feature for 3 UPS to have is an "alarm disable" feature that turns off the "beep...beep...beep..." noise most UPS systems make when the power fails There are few things worse once the power goes out than a room full of computer systems, each one of them with a UPS that goes "beep" at a different time.

There lasks that UPS systems can not do. They are not, for example, intended to power your office lights, and off-the-shelf UPS systems do not have enough "comph" to support devices that use a lot of power, like laser printers.

For my money the best solution for power protection on my LANs is to buy high-powered "smart" UPS systems that can provide at least fifteen minutes of power to each server and "mission critical" system on my LAN Then, given the fairly low cost of basic UPS systems these days, I suggest buying systems that will supply five minutes of power for

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Networking continued

Since almost all surge suppressers have more or less acceptable clamping voltage and response time, the thing you really want to look for is their energy absorption rating, the higher the better.

desktop "client" computers on my IAN Rts also a good idea to buy a separate UPS system to support your network hubs and routers far ten minutes Then, to top it all off, buy sugg suppressers for every remaining laptop (which have their own internal batteres) laser printer, modem, and modem line connected to your IAN.

All this just to keep a smooth, steady supple of electricity to our computers may seem like overkill. On the other hand, an extra 560 to ptotect \$1500 of computer and the untidivalue of the data it manages sounds like's sound investment to me—particularly when the lights start to dun.

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Getting Intuit

Accounting for Those of Us Who'd Rather Not...

We all need

to keep track of our money. MicroTimes has professional accountants who help us with high-level accounting tools. But this month I would like to look at software for money-tracking from a different point of view: that of a reluctant bookkeeper for a small business.

We know that we must do the books. It is by bookkeeping that we know whether we are breaking even or if we are slipping into the Red Sea. It is bookkeeping that lets us know who is buying our products. It is book keeping that lets us know where we are spending our dollars.

But me really want to spend our time on other aspects of our businesses. We want to be sure that our products are excellent and that our customers are happy We want to be planning our future. We want to be doing almost anything except book keeping We are, truth be rold, a little intimi dated by accounting.

have to hire a bookkeeper or an accountant to

do it for us. Before we get someone else in, it is worthwhile trying to make sense of it all for ourselves. We, the somewhat intimidated but game amateurs, are the market Intuit has chosen

I have used Quicken to keep track of a checking account for a long time. It has been so many years, in fact, that I have a DOS version. I had moved it to Windows 3.1, and when Windows 95 came along I moved it to that platform as well, still in a DOS window. It was a simple program to balance the checkbook monthly without major grief.

When I wanted to look at beginner's business

among active users, according to a report from Genesis Research, despite an aggressive cam paign by Microsoft to promote a rival product. What is Intuit's secret? I think it is that their products are comprehensible, incremental and

Good Dill Ouicken

Many small businesses still use Quicken, which is now up to version a. It is suitable

home financial management.

Having reviewed many prod ucts over the years, I have learned that the help files and the tutorials are almost as important for the beginner as the software itself. When you are undertaking a task you may have been avoiding, you have-well, at least! have-a certain restiness If some thing is not obvious, it is annoying

· D

The current version 0 Quicken for Windows begins its Rilo rial with the most familiar of financial tools: the checkbook. It recommends that the user begin there, because

almost all of us know abou checkbooks. The tutorial give us a familiar place to begin li lets us be competent tight away, which is important in a field where we may feel and ious. And the program's displa) is designed to support that

sense of familiarity. The check register looks like a check register. It has the alternating bands of pale green and beige of a paper register H organized across in the same way as a check



Beginning with a familiar and We cannot avoid this work. Either we will do it Understandable metaphor, the checkbook, Quicken extends it incrementally.

> accounting software, therefore, I turned againlatuit, the company which makes Quicken. It appears that I am not the only one who has done so. Quicken has a 79% market share

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register. It allows us to transfer the skills we have with a paper ched-book to the computerized version.

We see find that this check register can do more than its paper on inal could. It can help you reconcile your checkbook with the best statement. It can print checks (and Quicken will sell you checks for printer). It can remind you of scheduled payments several days before the you should make them.

Sull building on the basic checkbook metaphor, Quicken moves out of paper altogether. It will connect with your bank == you can pay your base by EFT (electronic funds transfer). It will download your transaction record from your bank, bringing ATM withdrawals into the register. It will compare your record of checks

Like the

with the bank's record of the same checks, letting you know if there is any disagreement.

All your transactions happen over Intuit's private network, with a PIN number and decent security. You can automate those scheduled payments so that Quicken just pays them for you, without bothering you about it. Of course your bank will charge you some for this service, but it may be worth it to you. Quicken does not charge for its part in the transaction.

Beginning with a familiar and understandable metaphor, the checkbook. Quicken extends it Incrementally. First the checkbook helps with reconciliation. Then it helps by reminding you of repeated or scheduled payment due-dates. Finally it connects to an online system and serves as your agen in the banking world. From the

through an interview. It uses the information about your industry to

Financial Planner,

QuickBooks helps

you customize

the program

your industry to suggest what most users in that business will need in their accounting system.

easily understood, it moves in small steps to great power. When Quicken has you comfortable with its automation of the datasks of financial life, it offers planning tools == well. One that is of put ticular use to a small-business operator is a tax-estimator, a min vision of Intuit's TurboTax. With it you can make an educated guessyour tax liability for the present year I spotted some tax problems away, just by tooking at the figures in November. That means I can put to make (or delay) purchases in the last months of the year for the battax advantage.

Quicken will also help you create a budget. When I chose "making" budget! I was startled that the program spoke is me. It began talking through the process immediately, and then told me how to get us information by pressing various icrons. If you find this friendly ananoying you can turn off the voice. But the demonstrations quick demystify the budgeting process, and help you is find feature.

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might not know about otherwise. It told me, for instance, that I can have certain budget categories monitored, with a report every time I open Quicken. If I mus staying within my budget a shows me that, if not, I get early warning

If you need to reduce debt, you can plan the process with a debt-

reduction account. You can keep track of your various investments calculate what it will mortgage. You can plan the future, including that most major

tures at such a low

price. I suspect that Quicken II is now a "loss leader," a product meant to get you into the Quicken Financial Network. Intuit has created a major Internet-based financial system, and they very much want you to participate. They

will let you sign up for their Internet system and

QuickBooks will do for your company the same thing that Quicken will do for the home: It gives you a handle on your financial information. Beginning with a small and comprehensible example,

it holds your hand while you build exactly the system you need.

try out their online products for free You more track stocks and mutual funds. You can monitor your credit status, get credit reports on pour self-and find out who else is getting them You can download stories from financial publications. Soon, I expect, you will be able to buy and

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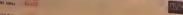




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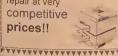
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BY ROYAL P. FARROS

The Making Of An Internet Business: Part III

How To Save \$1 Million On Your Next Start-up

Most people

who know me know that I'm a "lean-and-mean" guy. I'm from the old school that says the less you spend, the more you'll have. This is contrasted with the 'more you spend, the sooner you'll go out of business' school of thought used unknowningly by many new companies in immature markets.

Being lean-and-mean doesn't mean not spending on those things that are important. You have to, What I am saying is that spending intelligently is a continuous rather than a discrete process; since everything costs something, you can't turn good spending pudgment on and off at every step you should ask. "What's the most intelligent, I ban-and-mean way I can approach this cost?"

If you don't approach spending like you're battling a storm, you'll get soaked. That's a cure way of saving you'll run out of money, whether it's your own or a VC's—especially if it's VC money, since spending VC money is foolishly easy to do.

Concept plays are dead Investors want to
see internet companies make money, not blow
through at. With this in mind, the next few articles in this senes will discuss how iPrint, incles in this senes will discuss how iPrint, incles in the senes will discuss how iPrint incles in this senes will discuss how iPrint incles in this senes will discuss how iPrint incles in the senes will discuss how iPrint incles in the senes will discuss how iPrint incles in the senes will discuss how iprint in
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Incorporating

A lawyer will charge you between \$2,000 and \$3,000 for this. You can go to your favorite bookstore and buy a "How To incorporate" booklet for about \$40

Okzy, so you'll have to pay about \$200 in

incorporation and franchise fees and spend a couple of hours reading the booklet and filling out forms. You'll sail save # good chunk of change and, maybe more importantly, be # lot smarter ## things you really should know.

Tip: If you have any questions while reading the booklet, write them down. I'll tell you how to get free answers in a moment.

Another Tip: Hold off incorporating until a new year if you can. California fees are calendar-based, so if you incorporate in December, the tax man cometh again in January is to come up with a couple of domain names that you can register. Having a name—an name—is much better than being domain-less. This may cost you an extra \$100 or so upfrombut you need to think of this as me investment that could pay off big. (It did for us, as you!) soon see.)

There isn't much of a way to save money obtaining a domain name (the InterNE process, www.internic.net, is straightforward and non-negotiable) but there is a way to save a bundle on getting the trademark.

Since everything costs something, you can't turn good spending judgment on and off.

At every step you should ask,

"What's the most intelligent, lean-and-mean way I can approach this cost?"

Domain Names And Trademarks

Before we discuss saving money on a trademark, register for your domain name NOW. Did you hesitate? Whoops, too late,

Why the urgency? If you ever thought getting a trademark was bad, getting a domain name is worse. Much worse There are like four million domain names being requested every four minima. Okay, I made that up. But the message is still currect. People are sucking up domain names faster than a Honor on steroids.

ldeally, you'd like your domain name to match your company's name. My advice to you A law firm will want to charge you about \$2,000 to "try" to get you a trademark (there's abgurantee that a lawyer can). You == 6 do tyout self for almost 1/10th that figure, plus about for the book, "Basic Facts About Registering." Trademark" (found at most big bookstores and of course, at unquantazion.com).

DXYGENTH

For something that should be a bureaucrait disaster, we found the process to be aimost pleasant. Every single government office, from the US. Patent and Trademark Office (Washington D.C., 70330,9000, www.uspnogstothe HS, to the Secretary of State, was helpful and the Company of the Company

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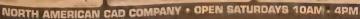
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The Making of continued.

What To Do If Someone Has The Audacity To Take Your Domain Fine

Unless you do something smart and come up with a non-sensical domain name that you really like or are incredibly lucky on par with other Lotto winners, someone else will have already taken your domain name.

If you own the trademark, you theoretically have a chance to duke it out in court with a domain holder. Your chances are pretty good at legal bullying if you've had the trademark for a while. You'll get slammed if you've recently acquired the trademark, since the other company most likely will be able to show "prior use."

Regardless of when you've received the trademark, though, once you've got the trademark, you do have some bargaining power. This situation happened to iPrint. Someone was "inconsiderate" enough to take our domain name. Hmpf.

We called the contact name we got from a "Who-Is" search and let them know that we had filed for the trademark that coincided with their domain name. a domain name that we wanted

Since they were a small company, too, we

Much to our complete surprise, the other company liked our alternate name and in a good-natured, easy-going way, agreed to this Their understanding not only saved us a lot of money by not having a lawyer draft a huffy puffy intimidation notice, but also demon

strates that there is a lot more Internet world than six media-at-large would have Tip: Once you file a

trademark, file for the inter six months 'cause you'll save some filing expenses

Unfortunately, you'll need a lawyer for this one but at least it's something that can be deferred for half a year.

There is a lot more cooperation going on in the Internet world than the media-at-large would have you believe.

explained to them that we had another, similar domain name and trademark (good thing we registered for backup names!), and that we would be willing to swap these and pay any legitimate legal fees if they would give = back "our" domain name... p-l-e-a-s-e!

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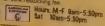
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PALMTOPS . BY MITSU HADEISHI

Windows CE— Pegasus In Flight

Win95-like Functionality For Palmtops

One of the

blg news items at COMDEX this year was Microsoft's announcement of Windows CE, formerly code named Pegasus Windows CE a from-the-ground-up new version of Windows, functionally a stripped-down version of Windows 95 designed for palmtops and other small computing devices, including possibly setted by boxes and other similar consumer hardware

For palmtops, Windows CE offers a familiar Windows 95-like user Interface, built-in ver-

sions of "Microsoft Pocket Word" and "Microsoft Pocket Excel," a version of Schedulefor palmtops, and a number of other utilities and mini-applications. Among these the most intriguing is support for Webbrowsing in the form of "Pocket Internet Explorer" which you can install via e seri-

al or infrared link from your desktop machine. This all sounds like it has a great deal of

potential but does the operating system with the rather unfortunate acronym "WinGE" really delivers

Although a number of manufacturers including Hewdert-Packard Compact Hitacht Philips
and GoldStar have announced Win CE
machines, the first bona fide unit in actually
ship as the Cassippea from Casso. a see pack
age that includes a paintop with Win CE in
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PC Cards: a connector for peripherals including things like optional video cameras and other input devices, and two CD-ROMs which contain installation software and demos and free copies of shareware. The palmtop measures approximately 1" # 7" # 4", which is a little on the large side, although it can fit comfortably in an inside jacket pocket.

When the machine starts up, you get the familiar Windows 95-like task bar at the bottom of the screen and scross representing various applications and functions of the machine scattered over your choice of desktop background.

Pocket Excel is creditable version of the popular spreadsheet; in addition to the plain-vanilla spreadsheet functionality, the program includes support for multiple worksheets,

Users familiat with Windows should have little difficulty mastering the interface of this machine: u so very similar, although similar, although similar, although similar, although similar with the similar discussion of the similar with the similar discussion with the similar discussion of the similar with the similar discussion of the similar with the similar with with the

simplified (actually, Windows IIII could learn some lessons in ease-of-use from Windows CE). Like most (but not all) Win CE machines, this uses the Hitachl SL-3 RISC processor

The built-in applications are full-featured for paintipps, although they don't quite tive up to the expectations created by their titles. "Pocket Word" would more accurately acalled "Pocket Word"—the name gives you the impression of massive word pr power in a handfield, but it.

is not even as powerful as the built-in Windows 95 WordPad applet. If does support multiple fonts and styles, outlining, mixed text and graphics, and justification, so despite its limitations it is one of the more powerful text editing applications in the palmtop world Unfortunately, the lack of support for even some fairly common word processing teatures such as headers and footers makes this difficult to use for much more than short business correspondence or letters; it isn't really possible to seriously edit reports improposals, since they typically involve page numbering at the very

least, nor to mention more sophisticated features such as tables of contents and/or indexes and so forth. The word processor also does not include a spell checker of thesaurus funlike its Psion counterpart)

Another interesting yet purposeful omission from the Win CE operating system

lack of support
ing directly from the
palmtop By contrast for
example, the Psion series
of pocket organizers do
allow printing directly
from the handheld itself
However, this seems more

feature how many times are you going to be still the around with just a printer awaitable and wolf handheld, and sell aprop or desktop machine for printing? On the other hand, it might have been after to include this as sell option; for example the ability se print directly via the infrared poin might have been useful. In any case, the influence is on of dubliously-worthwhite printing support would certainly have taken up valuable space on the small RAMdick available for applications.

your information more handily into logically separate sheets.

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Pens & Palmtops communical

Pocket Excel in a creditable version of the popular spreadsheet, in addition to the plain-vanilla spreadsheet functionality, the program includes support for multiple worksheets, so you can organize your information more handily into logically separate sheets (instead of having to use widely separated areas of the worksheet). Missing from the program is any support for graphing, macros, or hot links between the program and Pocket Word or other applications. However, since these are rarely-used functions in a palmtop, their omission is not serious (although = point of comparison, the Psion spreadsheet does support graphing).

Psion proponents often cite multitasking as one of its chief advantages; not only can you load multiple applications, your som also run them in parallel. Since Windows CE is a mature operating system with a multitasking kernel, it also

supports sophisticated multitasking. In addition, what really makes this work well is the fact that the OS is designed specifically = applications have a very small RAM footprint; this allows you to make the most out of your limited memory. For example, as I type this, in my 4MB machine (with 2MB devoted to the RAM disk, leaving only 2MB for the programs themselves to run) I am running a copy of Pocket Word (to edit this column), a copy of Pocket Excel-(which I am using to test its features), and an Internet connection (more on this later). I have a couple of other windows open, and a copy of Pocket Internet Explorer version 1.1 beta 1 running in the background, downloading a page from an Internet travel agency.

The power of multitasking

on a handheld is considerable: using multiple applications together dramatically increases the

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power and convenience of the unit.

You can switch between applications quickly by tapping on the taskbar at the bottom of the screen, just like in Windows 🗃 unlike II Windows 95, however, you tap ear the same task bar icon again to muni mize a running application. (This saves some screen real engite and is typical of the simplifications in the user interface; there is a help but ton where the minimize icon would normally be.) The power of multitasking on a handheld is considerable; using multiple applications together dramatically reases the power and convenience of the unit

Synchronization

Of course one of the big advantages on PDAs is their ability terms keep your address book, schedule, and to-do lists with you, and the Win CL operating system provides a number of handy ways to do this, including a "Contacts" applet, a Calendar applet, and a "Tasks" applet for handling your to-do list.

Synchronizing your schedule with the desktop is important as well however, and Win CE includes a number of desknop utilities for the

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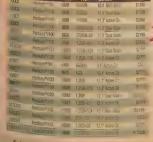
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Solutions

Pens & Palmtons continued

purpose. The "HPC Explorer" application runs on your desktop machine and allows you to transfer files to and from the palmtop by simply dragging and dropping. In addition, the HPC Explorer will automatically synchronize your schedule, address book, and to-do applications with Schedules on your desktop or laptop just by connecting the two machines. In some cases, manufacturers will provide special cradies just like the US Robottice Pilot organizer, which make connecting the machines were simpler.

Like Pocket Word and Pocket Excel, these personal information manager applets are sttipped-down, but should suffice for most uses. "Contacts," for example, only allows you to have one address book there is no easy way to have multiple books. It does, howeve, have many possible field names, and you can customize the way the records are displayed and sort quickly by field. The to-do list is simple but functional, allowing multiple projects and sorting the property of the prop

and alarms. The calendar applet has month, week, and day views, and also includes alarms, although it does not seem to be coordinated with the to-do list.

The Portable Internet

Now we come to the most interesting aspect of the system; the power of the Internet in the palm of your hand. Microsoft includes "Pocket Internet Explorer" with the Win CE distribution; it comes on a CD-ROM which you install via a desktop machine connected to your palmtop. Using this browser I was able to connect to a site which had a distribution of the 1.1 beta 1 version of the browser which was a lot faster (I would have written a fairly negative review of the excruciating slowness of Web browsing under Windows CE had I not had a chance to use this beta copy). Even using the 1.1 beta, browsing was rather slow, but I found it usable. I checked travel schedules, downloaded some applets, and did some Net searches. The browsautomatically re-scaled the graphics to fit the somewhat non-standard 480-pixel-wide display; despite this, I was surprised to find that most of the pages were quite readable

The browser has a number of limitations; does not support Java, JavaScript, or frames. and support for the Secure Sockets Layer pro tocol, which allows secure Internet commerce. is not currently fully functional (it claimed) was not installed and to consult Help, but there was no mention of it in the rather sparse line Help, although the browser's About box Indicates RSA-licensed encryption technology On some large images, it seems to give up load ing them before a completely finishes displaying the page. Anonymous FTP did not seem to work very well, and there was no news reader support. However, despite these limitations, it is quite a thrill to be able to click through Web pages, graphics and all, on a tiny, ultraportable PDA

Win CE also includes a pocket version of

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Pens & Palmtops continued

Microsoft's Inbox email software. It can be configured to leave the me sages on the Internet POP3 server and/or download the messages and remove them, so you can use the Inbox to "peek" into your mailbox but leave the mail as it can be permanently downloaded into your desking or lapton machine. Like Microsoft's desktop Inbox, there is no good support for message filtering, a significant drawback on desktop machines for heavy email users like myself (I get enough email im using filters I can essentially remove unwanted messages by sorting email from people I know, which leaves most unfiltered messages & junk email), but not that important for a palmtop, since I tend to use the smaller machines for only temporary email access

The biggest problem with the Inbox is the apparent lack of support for attachments. Another omission is the fact that the built-in Pocket Word applet does not support file conversions to and from standard formats like RTF unless you

use the desktop file transfer application (unlike the Psion word processor which can both export and import RTF files directly). Thus, trying to compose a document on the handheld and then emailing it directly to a colleague is not very easy, particularly since the built-in Terminal application also does not have any documented way of uploading binary files either, so you cannot even get around this problem by using XModem an ZModem. Presumably these problems can be fixed by third-party

Microsoft includes "Pocket Internet Explorer" with the Win CE distribution; it comes and CD-ROM which you install via a desktop machine connected to your palmtop.

vendors, but it seems a rather shocking and unnecessary omission otherwise robust Internet support.

Psion's Web Entry

However, the thunder of Microsoft's palmtop Web browsing and emfunctionality has been reduced, if not actually stolen a bit by Psion recent announcement of an Internet Web browsing application to their popular Psion 3a and 3c palmtops. I have not yet had a chancelle test this Web and email program, but they claim it will be released shortly and retail for about \$50.

Psion has so far been able to keep ahead of the palmtop game through constant updates to its clean multitasking palmtop operation system and applications, but the competition from Windows CE has to have them a bit worried. Not only does Win CE have a functional life. browser, but most Win CE machines are based on high-tech 815 processors that can execute one instruction per clock cycle, getting performance as high as a low-end Pentium. The Psion palmtops in contrast, are powered by less sophisticated and somewhat slow processors, an it remains to be seen how well they will stack up for reluvely heavy-duty applications such as Web browsing

In addition, the Win CE architecture is fully 32-bit and ports!

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gentler, or

ver the ten years we've been compiling these lists, we've seen a lot of comings and goings reflecting change in the industry. On page 130, we list the names of those we recognized in the first MicroTimes 100 in January 1988. In that year, \$11 Gates shared Man of the Year honors with Apple's John Sculley—their fortunes have diverged a bit since then. To no one's great surprise, 1996 was dominated, perhaps even more than its predecessors, by the Microsofe-Intel hegemony; also mino one's great surprise, this fact only spurred Bill Gates and Andy Grove to more serious endeavors. Meanwhile, the business press faction that seems to regard Apple's mere existence as offenswe had tons o' fun outdoing each other in predictions of doom; to the considerable relief of the Macintosh community. Apple refused to oblige these factions by dying. III if the desktop OS wars were a bit one-sided, it was a different story in the online world. Microsoft's browser failed to make much of a dent in Netscape's business; Microsoft's online service failed to annihilate (or even seriously trouble) industry leader AOL, though both MSN and AOL found themselves struggling with flat-rate competition from local ISPs. Meanwhile, while the full-blown snake oil intoxication of the Internet Business Boom abated somewhat, hopeful throngs quit their jobs and started companies in hopes of making their fortunes on the 'Web. • Ten years from now, some of the folks on this list will occupy places of honor in the new version, and others will have vanished without a ware, it's not entirely out of the question that some long-lost denizen of the first list will return, either. • We especially appreciate the nominations we've received from our readers this year. Amid the pointers to cool folks, we encountered the occasional poignant moment—one guy, for example, nominated Gary Kildall, whose like we will indeed not see. again, despite the fact that Gary passed away in 1994. Another sent in a plaintive opini letter to departed Novell CEO Robert Frankenberg lamenting the sad state of the company in general and WordPerfect in particular—without any apparent recognition that Frankenberg's troubles could pretty much be faild at the (door of predecessor Ray Noorda's Beat-Microsoft-By-Buying-Companies strategy of years past, III As always, compiling this year's list has been IIII exhausting and oil attening expenence. We hope you find the results interesting and that some of you will moved to go out will perform feats of your own in the year to come!

Scott Adams

Cartoonist

www.unitedmedia.com/comics/dilbert

Although Dilbert books are now actually being adopted as part of the curriculum in management classes, Adams is far from co-opted. In # prolific assortment of books and cartoons, he continues to earn the undying gratitude of working stiffs everywhere as he pillories the high-tech workplace's failure to get kinder and gentler, or even less stupid

Art Afshar

President Micro Express

http://www.wpages.com/micraexpress/meback.htm in the fiercely competitive PC marketplace, Alshai's kept Irvine-based Micro Express wellpositioned with regard to its pricier rivals. Using CVIX'S CPUs to deliver high performance for low cost, he's enabled the budget-conscious and achieve high-end productivity with award-winning systems.



Paul Millen Chairman The Paul Allen Group

www.cardtech.com/about/ Not unlike Japanese

entrepreneur Masayoshi Son, Allen is a highly influential

mvestor in the management of t Microsoft co-founder will ever replicate the success of his first startup, but it's not for lack of working at it—he's sole owner of companies tanging from interval Research to Ticketmaster to the Portland Trail Blazers, and he's a partner

in DreamWorks SKG. His investments fuel some promising emerging companies that are poised

JAN BURGO President

Total Clearance

As individuals and companies rush to put "content" on the Internet, one result is un escalalectual property-especially misappropriation tions so that win-win deals can M created to

benefit all parties. Gilbert Amelio Chairman and CEO Apple Computer

ailing and floundering Apple amazed all and

to profitability by year's end. He's still got a formidable task ahead, particularly with regard to the company's infinitely varied OS strategy, but having kept Apple independent and viable this long is an achievement that flies me the face of the conventional wisdom of a year ago.

Brian Apgar

Founder

Moath

One of our readers sings the praises of aggree for leaving the world of supercomputing said delivering "multiplayer twitch games to the home with just a Pentium, 14.4, and an ISPF

Mpath's Mplayer service is one of the Web's premier gaming destinations, allowing dialup users to match skills with thousands of live opponents, to say nothing of offering voice and chat options for the less combat-minded

Carol Harman Chairman, President. CEO

Autodesk

maintained the lead

while simultaneously developing and strengthening its multimedia products. As ever-more powerful Pentium-based workstasuite of relatives offer an increasingly popular alternative for multimedia development and



Benhamou Chairman Mill CEO 3COM

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ability to keep it on track as the face ill numercredited him as the main impediment to Cisco's campaign to become the Intel of the Internet.





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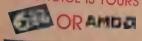








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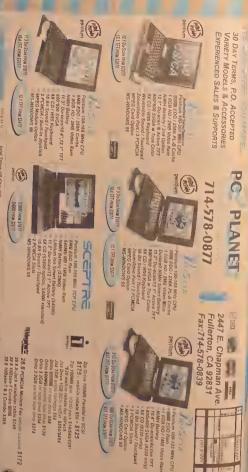


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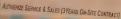
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continued from page 79

NAME AND ADDRESS OF CEO

Атахол.сот

Bezos' brainstorm of the Internet bookstorecum-hangout is one of the few spectacular success stories of Web-based business. He shrewdly found one of the sweet spots where the technology allowed benefits difficult to achieve otherwise-a "catalog" of 1.1 million book titles, constandy changing editorial content and support for personalization and customer input have resulted in fanatical loyalty and explosive growth,

Jim Bidzos President RSA Data Security www.rsa.com

As encryption technology becomes a mainstream product thanks to demands of Internet commerce, RSA's for-



tunes continue to rise. While industry groups and governmental bodies grapple with the seemingly insoluble problem of secure privacy protection that law enforcement's willing to allow, Bidzos is one of the most outspoken advocates for robust encryption.

Wesley Boyd Chairman Julie Wainwright CEO

Berkeley Systems www.berksys.com

Shaping up to be an entertainment powerhouse. the Berkeley Systems folks successfully managed to diversify their product offerings and expand into the online world during 1996, proving that they indeed Know Jack. Their wildly successful quiz-show game You Don't Know Jack racked up sales and awards all year, spawning multiple addons and showing some promise of matching the popularity of stablemate After Dark, Meanwhile, the Flying Toasters expanded into new terntory

with new versions of the perennial screensaver, including an Internet-based version. leff Braun

Chairman Maxis STATE OF SOME Sims here, Suns there



Sims, Sims everywhere. On islands. In helicopters. Lest there should be any doubt, Braun has conclusively demonstrated that there's a viable business in world-building, and that a more intelligent alternative to twitch games is no passing fad.

Leonis Brasilana

Ull District Court, Alexandria, VA

www.eff.org/pub/Censorship/CoS-v-the-Net/rtc_v_ lerma_091595_hearing.transcript

In her landmark decision Religious Technology Center v. Lerma, Judge Brinkerna neatly skewered the pretensions of both sides in this particular skirmish between the Church of Scientology and critics with a penchant for posting L. Ron Hubbard's secret writings to the Internet. Her written comments offer a clearly-reasoned assessment of intellectual property issues



they're affected by Internet distribution. Caldwell President Computer Software Industry Association http://www.webcom.com/ tial and hard-working

advocate for software industry interests in legislative and policy issues, including patent, copyright and trademark matters. She currently serves as president of the Computer Software Industry Association, in addition to key roles in other organzitions including the

Doug Bellian Chairman and CEO Brøderbund Software

With consolidation of home-market software companies in full force and the delay of the Myst sequel, 1996 was a



challenging year for Broderbund was some fronts, but Carlston managed a few triump. anyway, and some notable acquisitions. Although he lost the bidding war for The Learning Company in SoftKey in fate 1995, he did hire away most of its key personnel at the earliest available opportunity and rechristen them Broderbund's educational software division. Brøderbund also made a foray auto the Internet some by making RealAudio publisher Progressive Networks an affiliated label.

BUILD & Blance Chairman and CEO America Online

For all Case's publicly-expressed worry about the bundled Microsoft Network offering unfair competition with AOL, MSN turned out to be about as dangerous on the now-deceased eWorld. The threat some from another quarter entirely-flat-rate ISPs offering consumers all the Net they could use for a low fixed fee had caused AOL's whole hourly-rate-based business model to collapse by year end, causing m turn a reduction in the number of content providers (compensated, of course, by a percentage of hourly revenues based on traffic) on the service.

Still, with CompuServe's market share dwindling and Prodigy all but off the map, Case maintains his uncanny ability to adapt to market changes, keeping AOL in the undisputed leadership position among commercial

Personal Princetons President and CEO Cisco Systems

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hardware. Chambers has ably kept Cisco well ahead of its competitors in the networking world, prompung frequent comparison au Intel's dominance of the PC world. He's kept up with the changing demands of the Internet explosion with a aggressive campaign of acquisitions, and shows no sign of slowing dow



Renald Chwang President and CEO Acer America

Ms the Taiwanese multinational company celebrated its twentieth year of business. Chwang further strengthened the posi-

tion of its US operation, continuing to push for technical excellence and improving access m continued on page 58

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continued from page 85

REAL PROPERTY. Chairman Jim Barksdale CEO

Mari Andreessen Senior VP of Technology Netscape Communications

www.netscape.com

Particularly after 1995's notoriously lucrative IPO, pundits were all but pulling up fawnchairs to await the demise of Netscape, either crushed by the giant Microsoft's belated interest in the Internet or shattered in the rocks of marketplace realities. Given the combination of Clark's vision, Barksdale's strategic and management skills, and Andreessen's technical strength, though, Netscape has managed to stay profitable, mutate to address a changing market, and develop useful alliances.

A classic example is Netscape's leadership in the emerging corporate intranet department, which had next to nothing to do with the company's initial Web-publishing strategy and now is well on its way to effectively removing onceproud Novell from the networking landscape. Bud Colligan

Chairman Burgess President and CEO Macromedia

http://www.macramedia.com/macramedia/

After years of floundering, Macromedia has come into its own as recent months under these executives' effective leadership. They've positioned the company well to take advantage of Web-based multimedia and developers rush to implement their Shockwave technology, and a year-end alliance with Marimba promised further Java-based delights. Scott Cook

Chairman

Bill Campbell President and CEO

Intuit

www.intrat.com

Cook and Campbell have kept Intuit at the forefrom of personal finance software with Quicken, MacInTax, TurboTax, etc. Taking advantage of the Internet boom, they now stand pulsed to offer online consumers newer and better services with the Quicken Financial Network, a full service endeavor that allows customers not only to write checks online but also to plan for retirement, apply for loans, and trade stocks SE MICROTINES - MANUARY 2 1907

Bill and Bulletin Davidson Founder and

President/Chairman and CEO Davidson &

Associates

http://www.dovd.com/ We've almost come to take it for granted that the Davidsons will continue to deliver ever-better educational software, and once again they did not disappoint us. They also deserve particular good-citizenship commendation for a

million-dollar software donation to the Los Angeles County Office of Education.



Sky Dayton Founder/Chairman Earthlink www.eartfilink.net

In two years Earthlink has expanded from a three-person startup to a global ISP. Against formidable odds, the twentysomething

Dayton has effectively led the company, hired capable management to deal with its growing pains, and found the time and resources to help out with community projects like NetDay.

Decrem Executive Director

Plugged in

http://www.pluggedin.org

Decrem and his staff have earned well-deserved kudos for their achievements at Plugged In. Not only have they rounded up an enviable group of corporate sponsors to contribute resources and expertise to this computer skills center in East-Palo Alto, but they've taken the center's work far beyond feel-good photo opportunity-the Web skills acquired by local youths become the foundation for companies they set up to sell those services to highly receptive local businesses.

Dilwerth.

President and CEO Metricom

some metricum com

Dissurth has successfully implemented afford.

able, tetherless Internet access with Metricom's Ricochet service, which utilizes unlicensed-spectrum wireless technology. The service is rapidly expanding, with the Bay Area now well covered and Washington, DC now up and running. John Deerr

Partner Kleiner Perkins Caufield and Byers www.kpcb.com Dubbed "the Internet's sugar daddy" by Upside, Doerr has shepherded countless companies through their growing



pains over the years and is instrumental in the investment of KPCB's latest \$100 million fund earmarked for Internet startups. He's one of the leading drivers of Java development. John & Brusski



Author

columns, radio shows. TV shows, and a veritable publishing empire Dvorak took his trade-

marked expertise and attitude to the Web. Discontinuity, his foray into Web publishing with fellow author Jerry Pournelle, found the authors holding forth on a variety of subjects. quite unfettered by editors.

Esther Dyson President

EDventure Holdings www.edventure.com

In her role as advisor to the industry's movers and shakers for two decades, Dyson shapes the evolution of companies and cre-



ares useful synergies. In her role as chair of the Electronic Frontier Foundation, she uses her influence and practical expertise to shape more enlightened governmental policies toward the Internet.

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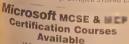


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giant undreamed of by the Sorcerer's Apprentice in his most hubristic moments. absorbing movie and broadcast companies with aplomb and moving into software development. With new technical wizardry (e.g. the Massively Parallel Danny Hillis, late of Thinking Machines, and Alan Kay, late of Apple and Xerox PARC) on staff, Eisner's clearly planning to broaden the horizons of the Magic Kingdom

PERSONAL PROPERTY. President Auto-By-Tel

www.outo-by-tel com For most Americans, shopping for a new car is about as much fun as a trip to the dentist or an IRS audit-no sooner does the hap-



less consumer show up on the lot, in most cases, than he is besleged by a glad-handing sales rep bent on obscuring information and arranging a deal optimized for his own financial

To his everlasting credit, Ellis saw this as a problem rather than an ideal, and realized that the Web offered a better solution. The result is the wildly popular Auto-By-Tel, where you can research your prospective vehicle in archived reviews and spec sheets, get dealer pricing information, and best of all, submit a detailed description of the car you're looking for and receive firm price quotes from participating dealers, all without pushy guys with loud ties



Larry Ellison Chairman and CEO Oracle Corp.

Not that it's insignificant to have kept Oracle comfortably unchallenged at the top of the database heap yet again, but

Ellison's most noteworthy achievement in 1996 involved the actual appearage of Network Computers, an idea for which he'd been lobbying for several years. It remains to be seenwhether the NCs become the Websurfer's best friend or yet another rieverly disguised version of the mainframe terminal, but they stand to become an important access method as more and more companies go unline.

TO ANCHOTHES - JANUARY 3 1927

Joseph Firmage Chairman, CEO, President

www.usweh.com

With investments from Ziff-Davis and Softbank, the youthful Firmage has built an explosively growing company from scratch in less than a year. Recognizing that Web presence is becoming as essential to many businesses - phones and fax machines, and also that most businesses are intimidated into paralysis at the whole prospect, he's created a national network of affiliated service bureaus to address the specialized needs of various clients while fostering an ongoing milationship as the Web evolves. John Gage

Director, Science Sun Microsystems In the course of a distinguished career. Gage has had any number of notewor-



Gassée CEO Be www.be.com Ousted from Apple, Gassée risked it all to start Be, a company devoted to develop-

Jean-Louis

1997 version later this year.



ing a next-generation platform. A year ago Be was a company with promising technology in search of a market; by the end of '96 it was in negotiations with Apple to make BeOS the next Macintosh system software, the chief stumbling block being price Meanwhile, not waiting for Cupertino's blessing. Mac cioner Power Computing announced that it would begin shipping all its machines with both Be and Mac operating systems in early 1997.

Gates Chairman and CEO Microsoft

Intuit, Netscape, and the tackluster fortunes of the Microsoft Network stand (for the moment, anyway) as proofs that is is possi-



ble to compete successfully with Bill Gates. But Gates remains relentless and unfettered in his plans for greater conquests-despite Win95's apparently secure position in the "nobody ever got fired for buying..." niche, he's lured some of the industry's best talent to work on product development, and hinted at future directions in the content world with the launch of the online magazine Slate and the cable channel MSNBC Louis Gerstner

Chairman and CEO IRM

founded those who pronounced IBM on its way out, having



restored Big Blue's health and put it once more on the path 10 growth. While it's extremely questionable that OS/2 will ever attain its once-envisioned poten tial, an other fronts (including the Lotus Notes technology and emerging Internet opportunities) the company's doing nicely, and the Olympics in Atlanta furnished numerous opportunities to showcase its products to a national audience Besides, we have to thank somebody for

IBM's outstanding series of "Solutions for " Small Planer" TV commercials, which do an exemplary job of presenting the benefits of technology in an accurate and engaging man ner. May they go mit forever. George Gilder

Columnist

Forbes ASAP www.discovery.org/gildweb.html

An early evangelist for the notion of what he calls Telecosm, an intensively telecommunications-linked world, Gilder has attained guru status in the industry. He's also an effective proponent of spread-spectrum technology as an enabler of secure and affordable wireless connectivity.



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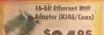
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Goldhaber President and CEO CyberGold

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Bill Gress Chairman

Knowledge Adventure and dedicated it to

fostering an enjoyment of learning. It's become one of the titans of educational software, and now Gross has spun off idealab! to start Internet businesses, taking advantage of highly customized niche markets. It's currently incubating a number of companies from tiny infants in the relatively mature CitySearch, including IdeaMarket, which allows individuals to commercially publish content.



Andy Grove President and CEO

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101 Fwy

Chairman credited a effort, Jeniforefront o sions of the John Jer Chairman Heith Br President : Window O based finan Yom Jerr Chairman ? @Home No

7im Jer

NewTek

90 MCROTHES - JANUARY 3, 1907

1996 was contributing to the passage of the long-awaited Telecommunications Reform Act, which significantly changed the playing fields upon which telcos, cablecos, broadcast networks and others are struggling for position, and incidentally included the probably-unconsiliutional Communications Decency Act. As with many of Hundt's endeavors, opinions vary widely as to whether the resulting law was more urse or blessing for the future of the Net, but he's garnered respect among warring consumencies for fair-mindedness and comprehension of the issues.

7im Jenison

NewTek

Chairman and Founder

In years past, Jenison's Video Toaster has been credited with keeping the Amiga alive in the face of Commodore's best efforts to kill it off. Notwithstanding the apparent failure of that effort, Jenison's successfully kept NewTek at the forefront of the multimedia tools world with continually enhanced and multiplatform versions of the Toaster, Lightwave 3D, and more.

John Junnings

Chairman and CEO Heith Black

President and Director Window On Wall Street

trip //www.wallstreet.net

Software engineers Jennings and Black joined forces in 1991 to develop what would become the award-winning Window on Wall Street software Since then they've expanded their line of unvestment software products, helping to edu-Care their customers and make it easier for liem to exploit the opportunities of Internetbased financial services.

Yem Jermeluk Chairman and CEO 在Home Network mark home con

dent s jub to the helm of @Home Energetic and 4/3), Jernoluk has the responsibility of makthe proneer cable-based Internet service a using, and plans to use its speedy delivery apabilities to woo demanding consumers of

Division Services

Chairman and CEO

NeXT: Pixar

After founding Apple and cajoling, cheerleading, bribing and browbeating the Macintosh into existence, Jobs hoped to achieve similar NeXT. Even Jobs couldn't make the NeXT story go quite his way, but years later he's surprised sion in ways that keep it viable.

rode Toy Story's success to booming business in the entertainment industry.

Tony Itlemen Bebo Willia

Stanford Linear Accelelerator Center

http://www.bconf.slac.stanford.edu/

In 1992 staff physicist Johnson heard a presentation by Tim Berners-Lee and immediately realized the potential of the World Wide Web. One result sum that Johnson, White, and the SLAC staff put up the first WWW site in North America. They're still very active in Web-related and will be hosting the 6th International World Wide Web Conference next April 7-11 at the Santa Clara Convention Center.

Maria Ma Jones

Founder

Pan World Technologies

http://www.netvista.net/~pwt/ While Jones' new Web site-design business has garnered such noteworthy clients as the Grammy Awards and ReMax Real Estate, 1e's been recommended to us for his commitment to building and maintaining Web sites for nonprofit organizations that otherwise couldn't afford them. Beneficiaries so far include the National Breast Cancer Research Foundation, The National Prostate Foundation, and The Gold Medal Foundation, and working in areas of cancer research.

Brewster Kahle

President

Internet Archives

Kahle's last appearance on the MT was was years ago, we inventor and architect of WAIS, a remote search and retrieval resource for net works. Since then, the Internet has exploded and search tools have multiplied. Moving from

archiving-gathering and storing-the data the Internet. Kahle has established a nonprofit

BURNING BURNING Chairman and CEO

Pioneering the first of the Macintosh-compati-

customizable systems to eager users at Power. ware, he showed himself to be un unusua cloner by announcing that Power would soon beginshipping dual-OS machines with both Mac and Be software.

Jerry Bustins CEO Onsale

www.onsale.com

When we interviewed Kaplan for our cover in mid-1995, the newlylaunched Onsale pioneering online auc-

tions for merchandise ranging from fine and collectibles to remaindered printers.

Unsurprisingly, some of these product lines worked a lot better than others, but Kaplan refined the concept and created a successful business with the combination of game show and bargain hunting. The watches and cabernets and long gone, but the auction format remains, as subscribers receive weekly lists of irresistible deals with invitations to bid-and flock to the site, charge cards in hand, spending millions per month and keeping Onsale growing

Guy Kawasaki Apple Fellow Apple Computer http://www.prengelist.

"There has been no other individual who has done so much for the Macintosh community," a Santa

MICROTIMES - JANUARY 3 1997 99



Monica reader says unequivocally, and it's hardto argue the point. As Gilbert Amelio dealt with difficulties on the corporate side and Heidi Roizen mended fences with beleaguered Apple developers, it was Kawasaki who kept the home fires burning in the hearts and minds of Macintosh users. The EvangeList mail list offered the latest in anti-Windows humor, hot discount deals, and ways of warding off the Wintel designs of one's MIS manager

Michael Kinsley

Editor

Slate

Former New Republic editor and CNN commentator Kinsley stirred major excitement when he accepted Bill Gates's offer over Time Worner's and became the editor of Slate. "Real" journalism, it was said, had finally come to the Web. Months later. Kinsley has found his path strewn with the same road hazards that beset other online publishers, but still holds out hope of getting readers to pay for the privilege of reading State. Meanwhile, as we go to press he's still offering high-quality articles on the site for free and maintaining journalistic integrity with

Brenda Laurel

Researcher Interval Research

For years interface expert Laurel has criticized the distinctly unnatural ways in which we attempt to get computers to do our bidding, and has been engaged in numerous hush-hush projects at Interval trying, no doubt, to figure out a better approach. Now that Interval's spun off three software companies to develop acrual product, we may start seeing the results of

Laura Lemay

Author

http://www.till.com/Vith/ A number of readers positively insisted that Lemas be included in this year's list in gratiand much-recom



mended Teach Yourself HTML series Says Paul-Kamen, one of her legant of fans "Her books have made it relatively painfess for lots of us to dive into Web publishing-and her online accessibility is exemplary

TOO MICHOTIMES - JANUARY 2 MICE

Wyatt Leuns

President

Chinese Software Professionals Association http://www.aimnet.com/~csba

By day, Leung works at Broadvision m an interactive services engineer. The rest of the time he's a tireless worker for CSPA, lining up speakers and recruiting volunteers to help the bright young Asian and non-Asian would-be entrepreneurs of Silicon Valley succeed. He's built CSPA into valuable resource, with a signal-to-noise ratio that's the envy of other groups.

James Liggins

Founder

Inner City Computer Society

South Central Los Angeles has benefited from resident Liggins' efforts to show his neighbors the benefits of technology. The group he founded has brought training classes and Internet savvy to local artists and business, giving the community wibrant online presence, and has recently produced a training video for further outreach. Gilman Louis

Chairman

Spectrum Holobyte http://www.microprose.

After a scary round of brought on by overdicompany is once again



profitable and focusing on PC bases games With exclusive rights # develop titles based on the blockbuster Star Trek movie First Contact, the prospects for continued fun and profit abound. E Lynch

Investor

www.czbercash.com

Considerably ahead of the pack, Lynch recognized the importance of open standards in getting disparate networks to talk to each other, and also that making it easy for networks to work together was about to be a very big deal. He parlayed this insight into the now-huge Interop conference and trade show With the large pile of cash resulting from selling Interop to Softbank, he's invested in an interesting range at startups, at having something to do with Internet-based commerce. He serves as chairman of CyberCash, one of a number of companies offering secure payment options to unline consumers; other investments range from the Women's Wire online service to PGP

Inc., a startup devoted to the long-overdue task of making Pretty Good Privacy encryption soft ware easy for mere humans to use

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FROM PRODUCT

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MIT Media Lab professor Maes is one of the developers of Firefly's agent technology, which uses artificial intelligence methods to compile and compare a database of user preferences With the ability to serve increasingly individual ized niche markets being one of the most promising Web-enabled business opportunities publishers, providers, and advertisers are hoping to use Firefly's technology to improve their signal-to-noise ratio.

Michael McConnell Chairman, President and CEO

Visioneer

www.visioneer.com

McConnell has kept Visioneer on the fast track parlaying initial concept of low-cost scanner into a varied and constantly improving array of PaperPorts. The devices became a favorite of large and small offices, as people discovered the usefulness of getting paper documents into their computers and being able to work with them as digital files.

III McCracken Chairman and CEO Silicon Graphics

1996 was an unusually trying year for McCracken, what with

an unprecedented brain drain of the technical talent to Web stat tups and Pentium workstations making infoath into the low end of SGI's traditional markets Nonetheless, he kept pushing the envelope of graphics capability and expanded into some promising markets, as Nintendo as into duced SGI technology in a consumer audience





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helped Sun take advantage of the emerging opportunities, from the ever-increasing demand for powerful hardware to move those bytes to the proliferation of Java-based multimedia and business applets

In what stands to become one of the industry's most hotly debated what-ifs, Sun is reported to have almost bought Apple during the latter's most scary days in early '96. The negotiations reputedly collapsed over price; for the rest of the year in good times and bad, Apple's stock price du jour was regularly compared to Sun's offer amid glee or hand-wringing.

Meeks

Author CyberWire Dispatch

http://cyberwerks.com:70/1/cyberwire

By day, Meeks is the Washington Bureau Chieffor Interactive Week, but his labor of love and popular claim to fame in CyberWire Dispatch, which he describes as "an electronic broadsheer that covers issues relevant to the loosely defined community of 'cyberspace.' Everything from privacy to encryption to uncovering Cyberscams." Bulldog reporter Meeks uncovers the dirt and often 5000ps the world on subjects ranging from bogus online gangstas to Beltway skulduggery.

Ken Nesbitt

Founder

Nesbitt Software

http://www.nesbitt.com/ Nesbitt was brought to our attention by ■ reader who's a happy user of his WebEdit software. On visiting his Web site, we find a sterling example of an Internet-based business with a human face-in addition to the usual product info, for instance, there are engaging bios of Nesbitt and the other members of his four-persee company. Il which we learn, for example, that Nesbitt wrote WebEdit while traveling around Europe (more info about the trip Just a click away and is occasionally mapired to write goofy children's verse (examples thoughtfully

Jeannie Mevak

Founder

Kaleidospace

Novak founded Kak idospace on January 1st 1944 as an unline promotion and distribution source for independent use music and film Today her site features the work of some first independent arrives, musicians, writers, performers, CD ROM authors filmruzkers amma-

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tors and software developers, and has spotlight ed artists including singer Tom Jones, musician Thomas Dolby, horror writer Clive Barker, and sci-si author Dr. David Brin.

Novak augments the site with other work aimed at helping creative types make good use of the Internet in reaching new audiences-her new book Creating Internet Entertainment offers tips for effective use of the new in presenting artistic work, and her Reign of Fire CD-ROM release includes a link to the Web site for further info.

Enthuses one of her employees: "In our somewhat biased opinion here at Kspace, Jeannie is truly as 'unsung' hero. She is one of the very few people who has managed to run a self-funded, profitable Internet-based contentonly business for almost three years. In a largely male-dominated field she is a role model for other women using the Internet, and she provided the first introduction to the potential of the Internet to literally thousands of people in the arts and entertainment industry."

Sameer Parekh

President

Community ConneXion

http://www.c2 org

Parekh won the thanks of a grateful online populace by staunchly holding the line against the notion that ISPs should police the activities of their users. In the face of pressure from groups as varied as the Church of Scientology and the Simon Wiesenthal Center (to say nothing of an incredibly over-the-top and hastily-withdrawn "contributory copyright infringement" lawsuit from the Software Publishers Association because Community Connexion refused to track and remove hypothetical links from user Web pages to pirate sites), Parekh politely but firmly stood by his policy of respecting his customers' privacy and freedom on the Net.

Steve Periman President, CEO and CTO WebTV Networks

вани мерсулет

Perlman cofounded WebTV to develop its innovative approach in Internet access—an all-incombination of set-top box and Internet account that allows customers to access Web pages on their television sets. An array of investors from Citibank to Microsoft @ Times Mirror, with tass of tasses for Web-marketable stuff waiting in the wings, are hoping he can perconsumers as and to Netsurfing as naturally as they take to channel surfing.

Pesce Co-creator, VRML (Virtual Reality Modeling Language)

www.hyperreal.com/

Combining his skills ... networking and graphics with co-inventor long Parisi's talents in computer languages and Silicon Graphics' Open Inventor, a C++ graphic library that describes 3-D objects and environ ments. Pesce is the co-creator and the most prominent evangelist for VRML-Virtual Reality Modeling Language. Following good Internet tradition, VRML is a cross-platform, open stan dard that allows you to describe 3-D objects and combine them to build interactive worlds online-in other words, adding a sense of "place" to cyberspace.

Eckhard Pfeiffer President and CEO

Compag

www.compag.com

Despite the low margins of a ruthlessly com petitive hardware marketplace, Pfeiffer's man aged to keep Compaq profitable and well ahead of the pack in sales. His ability to run the company efficiently under constantly changing conditions has kept it prosperous while some of its once-formidable competi tors are awash in red ink.

Lew Platt Chairman and CEO Hewlett-Packard www.hp.com

Sadly, 1996 saw the passing of HP cofounder and chairman emeritus David Packard, but it also

demonstrated that

he'd left the company in the hands of a worth steward. Once again under Platt's leadership the company excelled in printers, networking

treating people like CEO

Mim Balast

28-1007-00 Polese, a former prod uci manager at suff







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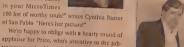


PRICE SUBJECT TO CHANGE WITHOUT MOTICE NOT RESPONSIBLE TYPOS

joined forces with three engineers from the original Java team to create this startup. They garnered headlines on the recipient of a \$4 million first round of investment last summer and are now hard at work on Castanet, a key software component in the delivery of Net-based applications and multimedia.

Emmu Price Coordinator Richmond Adult School, West Contra

Costa Unified School District "Please include Sandy



applause for Price, who's attentive to the jobtraining needs of her adult students in a generally disadvantaged area. Says Baxter, one of the school's instructors, "She not only tries to accommodate her computer instructors by providing materials and up-to-date equipment. but she also is very concerned that the students who take our classes are 100% satisfied with their instructors and classes."

Gary Billians Partner

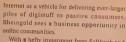
Wilson, Sonsini, Goodrich and Rosati

There is much variance of opinion as to the particular merits of Reback's antitrust suits, which tend to have a recurring theme of Reback as Picard to Microsoft's Borg. However, there's no doubt that his high-tech clients from Apple to Netscape have found him a tenacious advocate in their attempts to resist assimilation over the years, and his persistence has occasionally resulted in governmental scruttny of some of Microsoft's reputedly anticompetitive business practices

Howard Rheingeld Co-founder Electric Minds

at he points out in his much-broadcast Kinko's commercial. Rheingold wrote the

book on virtual community. It stands to reason, therefore, that me content providers view the 104 MICROTIMES - JANUARY 3, 1997



With m hefty investment from Softbank and sponsorships from the likes of Harper Collins and US West, he's recently launched Electric Minds, a Web-based system that includes articles, conferencing, and virtual worlds--the idea being that, as the French discovered years ago with Minitel, there's a surprising amount of money to be made by making it easier for people to find and talk to each other.



Jack Barrier Editor Boardwatch www.boardwatch.com Once the Bible of the BBS world, Rickard's inimitable magazine has both driven and benefited from the

Internet explosion. One result is the mutation of his annual OneBBSCon conference into the considerably larger OnelSPCon, which last year finally. came to San Francisco after outgrowing its last two venues.

Reizen VP of Developer Relations Apple Computer www.opple.com Somewhere during the turbulence of 1996 some member of a developer mail list

dubbed Roizen "the



canary in Apple's coal mine," her presence in indicator of non life-threatening conditions. Charged with a key aspect of the company's viability, she's well qualified for the job of restoring the crucial and once-symbiotic relationship between Apple and the companies who write software for its platforms—her former company, T/Maker, was closely involved with the Mar from its earliest days; her experuse at running a software company is widely acknowledged, and she's a former president of the Software Publishers Association with a personal appreciation of developer problems.

Louis Ressette Editor and Publisher

Wired

No doubt about it, Rossetto Is the czar of

high-tech chutzpah, and it's a crowded field Even his forceful personality couldn't persuade Wall Street to overlook a dismal bottom line and embrace Wired's IPO, with the result that the planned event was canceled. Twice, Despite this relatively minor contretemps, however, he's enthusiastically building on the success of the print version of Wired to launch new ventures, from online publications like HotWired to books and TV shows, which deliver some of the more interesting information out there

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naries and unparalleled schmoozing and networking opportunities. In addition, he publish es two investment-oriented newsletters providing shrewd analysis and early heads-ups about the Next Big Thing and the companies poised to take advantage of it.

Chuck Shotton Quarterdeck Fellow Quarterdeck

www.starnine.com

Shotton was the author of MacHTTP, which Quarterdeck subsequently acquired. enhanced, and sold as WebSTAR. In the interim Shotton remains the principal author of the software that allows Macs to be Web servers and oversaw the recent release of the much enhanced version 2.0.

Deleres Sleviter Chief Judge Renald Buchwalter Stewart Daizell Judges

US Court of Appeal, Third Circuit www.microtimes.com/aclu_vs_reno.html

As we go to press, the Supreme Court has agreed to review the judges' decision in ACL Reno, which blocked implementation of the Communications Decency Act provisions the Telecommunications Reform in response to a sun brought by industry, civil libertaria and other groups. We hope that the Supreme side with the judges, but in the meantime



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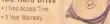
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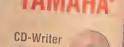
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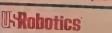
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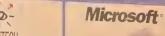
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continued from page 104

join many others in our appreciation of the judges' clear grasp of the issues and excellent turn of phrase, e.g. Dalzell's ".. the Internet may fairly be regarded as a never-ending worldwide conversation. The Government, may not, through the CDA, interrupt that conversation. As the most participatory form of mass speech yet developed, the Internet deserves the highest protection from government intrusion."

Masayoshi maa President and CEO Softbank Companies

www.sbexbos.com

If Microsoft's forays into the publishing world have observers worried about editorial objectivity and conflict of interest, Son's unabated shopping spree must surely be giving them migraines. Hardware and software companies, publications, and trade shows continue to be absorbed into the Softbank empire, and Softbank Ventures is a key investor in promising Internet startups Despite expressed fears, however, Son is showing little tendency to turn Ziff-Davis Publishing into an in-house propaganda engine and seems to be thinking far more complex and grandiose thoughts. Susser

President and Founder GoldMine Software

http://www.goldminesw.com

Susser's GoldMine contact management software has evolved from a LAN-based alternative to mainframe systems to an award-winning Windows 95 full-featured version with Internet capabilities. In the process, the company he founded in 1989 has doubled in revenues each year since. The software boasts a user base that includes the White House and Disney Worldwide. We're pleased to salute him for finding a need and filling it, and then continuing to manage the company effectively through its evulution-all without a dinie of venture capital

Linus Benedict Tervalds

Linux Author

more conying se of completely people as cond/

For some years lurvaidy free UNIX clone software has won the grantude of budget minded PC users, but the explosive growth of the Web has increased Bemand for its capabilities

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among site operators. Fortunately, Torvalds obliged with the long-awaited enhancements of version 2.0.

John R. Walter Former President and CEO R. R. Donnelley & Sons

President and COO

http://www.rrdonnelley.com/

Walter, who left publishing giant Donnelley for the president's job at AT&T in the fall, worked his way from sales trainee to president over # 20-year period and is credited with making the company more efficient, installing effective management, and leading it to new prosperity and new frontiers. Reader Andrew Cheung of San Gabriel praises Walter for transforming the company from a largely ink-on-paper business to a strong presence in electronic publishing.

John Warnock Chairman and CEO Adobe

www adobe Adobe cofounder Warnock has successfully managed the company through paradigm shifts from laser printer



to Web page, all the while earning a reputation for vision and high ethical standards. While he's got his work cut out for him keeping Adobe's technology symbiotic with the Internet's evolution, he's been equal to formidable challenges in the past.

Jim Warren

Columnist

Jim was last seen acquiring a catamaran and making vague noises about returning the the columnist's grind one of these days. We join with

appreciative readers in hoping it's sooner rather than later. As reader Steve Steinbrecher put it. his fundying and unselfish efforts for online access to government information to keep the public informed about important issues that affect us all, as well as his GovAccess listserver,

Philip White

Chairman, President and CEO

Informix

www.informir.com

With Sybase currently lagging in the database wars, White has risen admirably to the demanding role of Chief Thorn In Larry Ellison's Side. He scored major points at year's end when Informix proudly shipped the longawaited Informix Universal Server, offering multimedia and other diverse data handling capabilities that, for the moment, eclipsed any thing Oracle had to offer.

Winblad General Partner Hummer Winblad Venture Partners

www.humwin.com A successful entrepreneur herself and cofounder of the first software-only VC fund, Winblad is one of the most soughtafter advisors for start



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up companies. In an industry often inundated with snake oil, she offers pragmatic insight that cuts through wishful thinking to deliver deals that work,

Harcos H. Weehrmann Hessenflow

Cofounders Handmade Software

http://www.handmadesw.com A self-described "Diehard Alchemy Fan" b) the name of Pat urged us to honor these guys for their invaluable work alleviating the headaches of graphics format conversion Says Pat: *Handmade Software makes Image Alchemy, an image conversion utility that does more formats than any other one I have found, and it runs on PCs, Mac. OS/2 and all flavors of UNIX. I use it to RIP files for m) Novalet plotter and to make JPEGs and GIFs for the Web. I do GIS and Satellite Imagen and their product was the only one I could find that would do the formats I needed and run on all the different kinds of computers we have at my work. We have Macs and SGI Indys; Alchemy makes it easy to move (0) XWD files to PICTs on the Mac.

He adds: "Their product in great, but the real nice thing about them in that they have always been very friendly and helpful if I go stuck and needed tech support This is out great 'local' company that could reall) use some recognition for their cross-platform

continued on page 312

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INTERNET - BY JOHN & QUARTERMAN

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If you work

for a government agency or a large corporation and want to report improprieties without losing your job, how do you do it? What if you're a university staffer who wants to complain about university politicles? Or if you're a boot camp instructor who sees sexual abuse?

One way is to use an anonymous remailer on the laternet. This is an internet node that takes your message, replaces any references to you with an anonymous ID, and remails the message to wherever you addressed if People can reply to your message like any other message. The reply goes back to the anonymous remailer, which looks up your anonymous ID in its carefully protected database, and forwards the reply to you. It's not foolproof, but when done well it can be pretty secure and very useful

The Bald

In March 1895 a mild-mannered Finnsh backer are profiled in Newsweet Juli Helsingtus was saidely known in the UNIX and Internet communities even before he started anon-proof, the most popular anonymous remailer on the internet, but he was unknown to the general public Univiews, that is until policy arrived enhancing and gave him as their policy are desired in the most popular and gave him as their policy are desired in the dentity of a single user or handing over his entire database of the identities of all anonymous users of his system.

126 MICROTANES - JANUARY 3 1997

Who was this person whose identity the police wanted? Someone who had posted to public Internet forums materials that the Church of Scientology (CoS) alleged infringed is copyrights Neither the accuser nor the person they sought were in Finland. The long arm of US and international law had reached across the Atlantic to knock on Jud's door.

cent Finland there were fewer fears, and anon penet fi operated unmolested for years

Julf wasn't the only one shocked that arise like that could even happen in Finland Burdid. I don't know what you would have does but I suspect I would have done what fulf de Give them the one identity in order to protect the test that I a million of them), and then set

Anonymous remailers had pretty much been driven out of the because of fears that they would be used for any number of purposes disliked by various parties, ranging from child molestation to whistle blowing.

Actually, they are usually used by people who feel they can't speak their minds otherwise.

If was somewhat tronic that it should be a CoS complaint that led to the raid. Anonymous remailers had pretry much been driven out of the US earlier because of fears that they would be used by a number of purposes disliked by sarrous parties, ranging from shill molestation to what the binsing. Actually, they are usually used by people who feel they carrie speak their quants otherwise.

After the raid, Julf set up mail allaxes for acters for and against anonymity. Hundreds at for, and only seven were against. In his seresponsible manner, he moved to deal will defew cases of abuse indicated by those seven fives, also noting that there was already appearing place to first warn, then block abuses of though only a fraction of a percent of one years abuses.

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The End

The worst was yet to come. On August 30,1996, Julf shut down anon penet fi. Exactly why, only he knows for sure. But there were plenty of reasons.

The London Observer (http://scallywag.com/) accused him of being a middleman in the distribution of child pornography. That accusation was, of course, false, in investigated and attested by Finnish police. Juli has said that that baseless accusation was not the reason for the shutdown

The real reason was that a Finnish court had made a preliminary decision that privacy remailers could be violated by court order. He is rewriting his software and will probably bring

the system back up in some form at least for limited access by public interest groups. But its old form seems likely to remain dead, unless an appeal against the court ruling succeeds.

It is worth pointing out, in case you didn't know, that Finland is the

opposite of a backwater on the Internet. Finland and Iceland have been neck-and-neck for years in pursuit of most Internet hosts per capita. No other country has passed them. For comparison, the United States usually comes in around #8. What happens in Finland matters to the Internet.

Nor is Julf = unknown, even though you may not have heard of him before. For many years he has been active in the Finnish UNIX systems Users Group and the European UNIX systems Users Group, which were two of the main sources of the UUCP network and then the Internet in Finland and Europe. He has been

at times their liaison with similar groups ele where, such as in the US. He is technically astute, having started and maintained oned the earliest UNIX and networking companies a Finland. He is currently participating in ner working projects organized by the Ministries Communications and Finance of Finland la short, he is one of the people who built the Internet. This man is a pillar of the commun If he can be attacked, any of us can

Difficir Remailers

While anon, penet, ft was the most populi remailer worldwide, it was no longer the on

one when it closed. For example there are the cypherpunks remain ers. You can reach their operate by electronic mail in remailer-opators@c2.org . These are slightly di ferent from Julf's remailer, in the they don't keep a database mapp anonymous IDs back to 183

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Internet continued

addresses; they just sanitize the mail message and send it on, with a From address such as:

+ From: nobody@cypherpunks.ca (John Anonymous MacDonald) =

This is not as useful a facility for carrying on conversations, because you can't respond to the sender

Personally, I have to admit to being prejudiced against this kind of anonymous remailer, because the only personal experience I've had with it was not particularly constructive. MIDS conducts various research into the structure of the Internet, such as the MIDS Internet Weather Report (http://www.mids.org/weather/). That particular report uses ping, ■ program that uses ICMP ECHO to determine roundtrip time to

send a ping and get an echo back. Even that occasionally (about one time out of 100,000) gets a complaint, harmless it is.

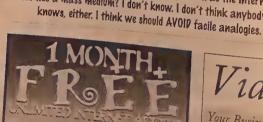
Lately we've also been using traceroute to look at the large structure of the Internet. That program sends several packets on several UDP ports. An inexperienced system administrator can easily mistake a traceroute for a cracker scanning all ports. This mistake is made more likely by off-the-shelf firewall software that simply reports "UDP scan" without recognizing the nature of the scan. Now, very occasionally (again, about one time out of 100,000), we get a complaint about this.

Most people complain in the obvious manner, by sending a mail message to postmaster Will anonymous remailers become a problem as the Internet becomes a mass medium? I don't know. I don't think anybody else

@mids.org , or to one of our domain as (me, for example), or by calling us on the phone. That's the way such things are trained ly done on the Internet, and we talk about everything is resolved to everyone's sandra

But now and then some newbiese administrator is convinced that any now traffic they don't recognize is a cracking atand instead of sending a civil complantly mal channels, sends a threat through to the mous remailer, Childish, Irresponsible harmless, because anybody who under the Internet little enough to do that is part not capable of carrying out any threats dut tainly not constructive, particularly if through a remailer that doesn't supported

Last time this happened lasts administrator of that remailer to further traffic through it to a administrator immediately did 90 that even though most traffic if their remailer was benign they



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@mids.org , or to one of our domain contacts (me, for example), or by calling us on the telephone. That's the way such things are traditionally done on the Internet, and we talk about it, and everything is resolved to everyone's satisfaction.

But now and then some newbie system administrator is convinced that any incoming traffic they don't recognize is a cracking attempt. and instead of sending a civil complaint by normal channels, sends a threat through an anonymous remailer. Childish, Irresponsible. Probably harmless, because anybody who understands the Internet little enough to do that is ambable



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want any dissatisfied users or recipients. You can't get more civil than that.

Personally, I support the existence of anonymous remailers because I support diversity in the Internet. A healthy ecology is a complex ecology. I want anonymous remailers to continue for the same reason I want thousands of potato varieties to be preserved in Peru: You never know when we might need them.

Anonymity: Good F Evil?

Is there a larger problem than that? I've seen claims that anonymous remailers are used for libel, hate mail, and any number of other calumnies. I haven't personally seen many instances of such use. I do recognize that such remailers could easily be used like that.

In the Internet as it has been, few people would so use them. In the Internet that is rapidly absorbing most of the world, the percentage of nutcases and sociopaths may remain a small percentage, but will grow larger as an absolute

number. As we have seen by the increase of spam in the last year or so, it only takes a few idiots to pollute lots of mailboxes.

Will anonymous remailers become a problem as the Internet becomes a mass medium? I don't know. I don't think anybody else knows, either.

I think we should avoid facile analogies. Some people argue that because traditional edited publications wouldn't publish a letter to the editor without knowing the source, that anonymous Internet mail should not be permitted. Well, the Internet is not a traditional medium, nor even a single medium, as a US District Court has recently spelled out so eloquently (http://www.mids.org/609/phila.html). Anyone can send anonymous postcards or letters through the paper postal services, and I don't see anyone moving to ban that.

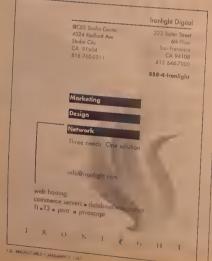
In addition, claims that "the number of incidents is increasing" aren't very specific, and hardly count as evidence For that matter, in the mailing lists I frequent, I have seen zero

instances of abusive anonymous messages. This may be because most of those lists are now closed, i.e., only members of such a list can send mail to the list. Most of them were closed in prevent spam, but the same mechanism just an effectively keeps out anonymous messages. So spam has, ironically enough, lessened the potential effect of abuse of anonymous remailers

I do know that Julf is trying to organize a task force on practical problems of ethics and civil rights in the use of networks. He is reachable as

Johan Helsingius Oy Penetic Ab +358 0400 2605 julf@penet.fi ■

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subside [Exp #162.]

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utes [Exp. #161]

Executive Greeting Cards http://www.baccoc.org/executive Personalized business greeting cards. Currently displaying Christmas cards and calendars, some with Spanish and French verses [Exp.#161]

Ferguson Consulting http:// www.datadepot.com/-lergu son/index.html Specalizing in networking. programming, accounting. Windows, Novell, UNIX, Fox-Pro, MassO, Web pages, C, BBX, and custom projects

Futon Depot II Discount http://goplay.com/clients/futon/adv/futon-1.html Examples of furniture and futons available Download discount coupon. [Exp. #161]

Go What's New http:// go/whatsnew.com An Internet directory service specializing in the top and latest products from Fortune 500 to M Companies. [Exp. #162]

Haversack http://www haversack.com Haversack—the perfect sport solution, # backpack for ### necessities, funch, first aid, etc. [Exp. #160]

Jim Zook—Illustrator
Graphic Designer http://
www.jimzook.com Web
graphics and designs, ads.
brochures. corporate
reports, etc. Available for
parties, weddings, min barmitzvahs [Exp. #162]

Jones Biomedicals & Laboratory, Inc. http://mem bers aoi com/pobio/fibinoc. htm Provides scientific materials to educational institutions, fish food kits, and novelty items [Exp #161]

Klapper Investigations http://www.globaldomain.com/klopperpi Full service investigative tirm offering nationwide computer public records research, criminal and cryol investigative investigative treated in the control of the complete treated in the control of the control of the control of the complete treated in the control of the control of

L&L Enterprise http://mem bers and com/fighees/flent ps.htm.L&L Enterprise man national and international information and main manual distributionship. [Exp #162.] LACIS http://www.lacis. com LACIS supplies books, lools, threads, and fabrics for the textile arts, milinery, bridal, conservation, and more. [Exp

LifeScan, Inc. http://www. LifeScan.com Products, company, and diabetes self-care information to improve the quality of life for people with diabetes [Exp.#f61]

List Store http://www.list store.com Order consumer mailing lists online from Donnelley Marketing, Inc (Exp. #1601

Margaritas.com http:// www.margaritas.com.Order frozen margaritas, pina coladas, and other gourmel loods delivered to your dear. (Fyp. 4160.)

door. [Exp.#160.]

The Market Place 2000
http://www.tbemarketplace.
com TMP2000 is an interactive, real-time, online
database of product information in business-to-business secondary markets
(Exp. #161.]

MDSystems.com http://mdsystmes.com/index.htm Photographs on t-shirts. Web page development. business services and more [Exp #160.]

Malissa's World Variety Produce http://www.mells.sas.com Tempt your palette on this journey through was delicious and healthy world oil exotic produce and specially foods [Exp. #162.]

[Exp #162.]
Metro Media http://www.
metrostation.com Information about Metro Media, a
multimedia company specalizing is print, index, and
interactive communications [Exi #162.]

tions [Exp #162.]

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bittp://www.came/asschange. Sant A Appliable database for and photo graphic, video, motion pioture, and mini-lab equipment (Exp. #160)

Pacific Comer Mall http:// www pacificcorner.com Offers Chinese specialty items—music, CDs, computer games, cook books, novels, health items, rea, etc. [Exp. #161]

Persa Enterprises http://www.totalmarketing.com/ persaent The biggest use a source on in Internet for special interest and instructional videos and CD-ROMS, [Exp. #162.]

Performance Contracting, Inc. http://www.performanc. net.com Mechanical insulation and asbestos abatement contractor, capabilifies, and qualifications [Exp. #162.]

Perry Ellis Measwear http://www.pemenswear.

Pete Conder And Friends
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nder/ Information about
Pete Conder and Friends
Well gwelly, specializing in
14k gold and silver [Exp.
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PiSaft Corp. http://www. oisoft.com Custom appidev programming: PowerBuilder, SQL, VB. Access, CGI, Perl Using MTX or Carillon Fmanicals Application system. [Exp.

Plaza Dental http://orwa plazadental.com Visil me dental information library [Exp. #182.]

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gy program and text files, links to testing sites, other psychology software sites [Exp #1611]

Smile Dae http://www smiladoc.com/dantist Download our new, free multimedia dental software program. Also featuring articles from experts and "ask the dentist." (Exp. #161.)

Sunshine International Penpals http://sunshinegirls.com/.asian woman desire romance, marriage. World's largest correspondance service since 1984 Free photobrochure [Exp #161.]

Takeout Resaturant Listings http://www.best.com /-moricz/ Restaurant takeout guide by category and location Menu, pricing, seed directions also provided. [Exp. #160.]

The Tower Of London For http://www.towerof tondon.co.uk.Own an authorized piece of England's fusionic past. [Exp. #162.]

Traffic Talk License Pitale Frames http://www.traffic-talk.com/Design a personalized license plate frame for your car. [Exp. #162.]

Tradean http://www.trudean.com/Avoid crowdill malls—holday, gott, and personal shopping at 15x0 of 180.1

Tubz Custom Whiripoel
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http://de.com/de.c

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ViNalen http://oursorld composerve.com/bome fory isport — historical #160 I

Virtual Treasures http:// www.vtme.com Twentyfour herbal extract formulations designed to improve you overall health. [Exp

WealthCom Telecommunications Cooperative http://
www.cruzio.com/-telemat/
wcayt/40822729 htm Finally, long distance was you and a ford and a calling plan you was understand.
[Exp. #62]

Wine Enthusiast http://
wineenthusiast com/
The Wine Enthusiast Web
site at an online shopping
and information resource.
[Exp #162.]

World Web Collectibles
http://www.wwcollectibles.com/ Features a professional marketing report that
can help you more effectively advertise on \$15 Web.

[Fan 4161]

FINANCIAL/REAL SERVICES

Active Investors Internet http://www.successus.com
Experienced investors offering aducation and investment opportunities in real estate and success

Advantage Funding http://
commarcal-directory.com/
advantage Purchaser of
Trust Deeds/Morgages
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sources also because 1a00-604-6394. [Exp.
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America's Business Media Ing Otrectory http://www. businessfinance.com W business capital search Commissions of 100% free to

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Web Page Listings continued

BIN—Bermuda Insurance
Network http://www.binel
bm Providing Internet connectivity to Bermuda as
well as offering services to
the island's growing insurance and reinsurance
industry [Exp #160]

Bury Your Debts Forever— Without Bankrupley http:// members.gnn.com/tonnet 711/buydebt html [Exp #162.]

Chosen Properties http:// www.choseproperties.com/ index.html A full service realtor in Southern Oregon [Exp. #160]

Consumer Credit Counseiing Service Of The East Bay http://www.ccsebay org A nonprofit organization dedicated to helping you help yourself regain control of your finances [Exp #160]

Discovery Funding Company http://www.globaldomain.com/ddi We offer loans for real estate and other business investments [Exp. #160]

Eagle Consulting http://www.urvine.guik.com/saple-consulting Consulting and representing corporations parinerships and joint ventures linvest in wireless communications, software Internet and emerging provide companies [Exp. #162]

Forever Group http://www.appleforever.org lavestment group with focus on Apple Computer [Exp #162]

Guess The Dow Contest
http://nome.earthink.net/outl-farmous Dow nontest
lets you predict what's
going to happen — Wall
Street Enter now [Exp
#160]

HomeNet http://home.bcg
net Search engine for
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financing and improvement
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HomeScoul http://home scoul rom/ 300,000 tomes for cale 102 real estate search capacities metages former gs and 1672-21601

In-The-Money http://wwn

and low interest credit card info, and credit repair software. Thoroughbred Race selections also available [Exp. #162]

Internet Fund http://www. Internetfund.com The Internet Mutual Fund. it no-load, performance-based fun, aimed it investors looking for opportunities to invest in the future it lie Internet. [Exp. #160]

The Noble Internet Directory http://www.experts com Investment expertise free online [Exp #160]

Nora Robinson, Realtor http://www.nrobinson.com Real Estate agent serving the Campbell. Cuperlino Los Gatos. Saratoga and Willow Glen areas [Exp #162.]

Real Estate Help http://
realestatehelp.com
Offering guides. lips. listlings. consumer conneclions. professional services [Exp #161]

REdirect http://www.iuma.com/RDVredirect An information site in commercial real estate professionals with databases of financing and equity sources [Exp. #1601]

Tuolumne Associates http://www.primene.com/-pabaix Supports newly-formed and Irist-stage high-lech product compa nies We ofter business planning personnel for marketing finance and operations was investment services [Exp. #161]

Working Class Investor Newsletter http://www.goocties.com/Wall Street/1456 Socially consumers investing the Global Fund for Women Mutual Funds, company profiles plus more for wat experienced investor. [Exp. 7162]

LEGAL SERVICES Association for California

Test Reform http://www.actr.com/actr. The latest information on legal testing remarks and the summary of Supreme Court decisions. ACTR's amous milests in Selected amous and more

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Connect, the online struct exclusively for attorners will make its service fee to lawyers in government and nonprofit offices [Exp

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LawAid http://www.issed com/Created in solve the problem of finding law related scruces in a single and easy-to-use dalability [Exp. #161]

Legal Survival Newslader http://www.inren.com/ens/letter.html Monthly online publication leaturing the state of the survey creditor divorces estate planning medical and more [Exp. #162].

Methaven & Associals http://members.aol.com/e methiven Business and computer law contracts tees es corporations LLG copyrights readmarks associal more [Exp. #162]

Para http://membersiese.com/ikent/paraegal/ Parategals_qua_leo_ assisting_indu_das_sies_ businesses_with_dicose untawfut_deta_refs_unit_omatters_in_intelSG_valu_ and_intand_empire_[Exa_ #161]

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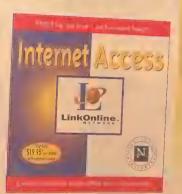
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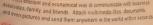
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- One Month Access For Signing up a Friend



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Web Page Listings continued

WWW Law Firm Directory MIp.//pages.prodigy.com/ CA/tawb/lawdir html Free directory of law firms the Net for consumers and altomeys. [Exp. #161.]

EMPLOYMENT/ EDUCATION

Altos Education Network http://www.altosnet.com The first totally Web-based education for entrepreneurs on the Web. [Exp. #160.]

Computer College Silicon Valley http://www.ccsv. com Internet and HTML Iraining specialists (Exp #160.]

Eduzona http://www.edu prehensive site for educabonal resources and infor-Web [Exp #162]

eZona http://www.mcp g self-paced courses in Peri HTML C++, Java includes mentors (Exp

Heiping Hand Services http://www.moneylinder Inancial and Higher educaicholarships, fellowships grants, loans [Exp #160]

High Tach Careers Virtual Job False http://www.vjf 15.000 high-tech career and more [Exp #161.]

Religious com http://www peni opportunities (Exp

Haman Resource Store http://www.mcs.com/rus employer recruitth outplacement and

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Los Angeles Pierce Colloge http://cgi.amazing. com/pierce/ Offering and integrated catalogue and schedule of classes search engine [Exp. #161.]

Mactivity http://www.mac tivity com Educational conferences for designers and developers using Macs

Northern California Job Search Gulde http://job mart.org Local job banks, job lairs, salary info, and

Resume-Net http://www resume-net com/ Silicon Valley computer industry resume service Free employers First month free to job seekers [Exp #160.] Southern California John http://www.thomas-staff ing.com/jobs.htm Updated

California [Exp #160.] Unique Part Time Jobs http://members.gnn.com/re

complete source of fun spare-time jobs [Exp.

ORGANIZATIONS/ **PUBLICATIONS**

American Civil War Association http://reenact enacting organization m

tion http://www.tungusa source as lung disease HER

American Medicai Associallon http://www.ama-American Society Of Sale-

ty Engineers: Greater San Jose Chapter http://www local chapter meetings

Amiga Users Group of Long Beach, Elli http

Apparel News Till cook

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Ark Trust, Inc. http://www anktrust org/genesis Dicatelly through the powerful voice of the major media. Presenter of the Genesis Awards. [Exp #162.]

The BBS Corner http:// www.vni.net/thedirectory/ and online users and sysops. [Exp #160.1

Bits And Places http:// An e-zine of young writing and art it's your world send it to us! [Exp. #160.1

Black Hollywood Reports http://home.earthlink.net/ btn/ Weekly news and information service for entertainment industry

Bungalow Hews Home Page http://www.bungalow largest and most complete newsstands [Exp #160.]

Center For Systems Management http://www.csm Project Managers and Sys-

Childrens Fables http:// ney's Pochantas Potawatomi Indian children had

Community Peacemakers index.html Take a world for social justice III a person

CTWO: Center For Third World Organizing http:// Established in MINI CTWO s nationally (seement : 1850ctog in com intes of color (Exp #161.)

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OharmaNet International http://www.dharmanet.org Central clearinghouse for Buddist resources worldwide. (Exp. #160.)

Oltionary Of PC Hardware And Data Communications Terms http://www.ora.com/reference/dictionary.Publisher O'Reilly & Associates create a freely available online version of this helpful book. [Exp. #160]

Fabulous Freebies http://
members.tripod.com/-free
bies Online zine presenting
items and samptes available for free im and off the
internet [Exp #161]

Financial Women International http://www.fwr.org includes information about the association, membership, conferences, Leadership Forums, position statements career management articles, and more [Exp. #160.]

GCIU Local 10-N http:// home.earthlink.net/-dpad get/ Graphic Communications International Union The Union of the Presspersons of the LA Times (Exp

GerMedi@ http://germedia de News to use from Germany (Fxp #150.)

Hard Of Hearing http:// www.hoh.org BBS/Wab pages for deaf last hard of hearing Chubs for ALOS SHHH, and organizations [Exp #162]

Intally http://members.gnn com/Intally Improve your health naturally without drug sade affects. Subschobe to this free newstetter (Inc. 4662)

Intercultural Dating Club

on

http://www.starcreations. com/idc IDC for singles interested in interracial/ intercultural dating. Singles parties, rotation dinners, and matchmaking [Exp. assi 1]

international Small Business Consortium http://www.isbc.com/ Helping small businesses find business opportunities world-wide [Exp #161]

Islamic Center III Sacramento http://users.aol com/hineat/index.htm Find information on Islam and Muslims [Exp #160.]

Korean Books At U.C.B. http://www.bb.berkeley.edu/ /FAL/ealK2.html in both English and Korean, this online catalog offers a list of references and special collections in the East Asian Library [Exp. #160]

Lanchester Press, Inc. http://www.lanchester.com/ Books on Japanese marketing strategy ISO 9000 and

Los Angeles Free Press http://www.leonardo.net/ sila/lafp/ (Exp. #162 |

Manseil Publishing http:// www.manseil.com Publisher of books for Design trade New Loss (denta-FONT allows fast identification of PostScript fonts (Exp. #16.1)

Microwave News http://
microwavenews.com
Information health
effects of electromagnetic
fields (Exp #160)

National Center For Employee Ownership http://www.nceo.org/ information about employee stock ownership plans (ESOPs) and other forms of employee ownership. [Exp.

NelscapeWorld http://www nelscapeworld.com The hands-on magazine for Web professionals (Exp #161)

News Of The Day (In Halku) http://www.newsof theday.com News.summaries on the Web. [Exp

Northern California Independent Bookseilars Association http://www.ncibacom/ Resource for readers and consumers directory of & California bookstores, online stores, news, and

OCLUG http://chaos.fuller
fon adu/oc_fug html
Orange County Linux Users
Group [Exp #160.]

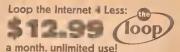
Peninsula Computer Club http://www.serius.com/jlo/pcc5 htm Peninsula Computer Club for IBM-Computer Elub for IBM-Computels [Exp #161.]

Polly Klaas Foundation
http://www.polyklass.org
Featuring child safely information suggestions for
recovery of missing children info we currently
missing children issue with the control of PKPs accomplishments

The Probe http://www.the probe.com/ Internet Markenng Shopping [Exp #162]

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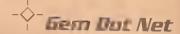
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Online Guide

Web Page Listings continued

Salon http://www.salon 1999.com/ Webzine of books, arts, and ideas. [Exp #160]

San Lorenzo Dog Training Club http://www.csra net/wolvesden/a3/a3.htm iExp #160]

SCORE (Service Core of Relired Executives) http://mymall.com/score A tree management consulting organization sponsored by the USBA assisting small businesses to start-up or grow [Exp #162.]

SCV PC Group http://www.smartlink.net/-svcpcg The Santa Clarita Valley's PC Group dedicated ## PC literacy [Exp. #162.]

Sequela High School
Alumal Association Online
http://www.belmont.gov/
orgs/alumn/ Alumn: information for three SF Peninsula high schools Sequela.

San Carlos, and Ravenswood [Exp #162.]

Shared Heart Home Page http://www/2 cruzio.com/-sharedn/ The Shared Heart Foundation is a nonprofit organization dedicated to the healing of relationships [Exp. #160]

StarCenter Advanced Galactic Astrology http://www.starcenter.com/ A new astrology using the heliocentric chart of conception Frea daily updates [Exp. #160.]

The Unrecables http://home earthlink.net/-unrecables/ A community-based organization serving people and disabilities with sports and recreational opportunities [Exp #660]

Vegas Deluxe http://www lasvegassun.com Up to the munute news from the Las Vegas Sun, AP, and less Christian Science Monitor (Exp. #161.)

VFW Post 1863, Sunnyvale CA http://www.nichecom com/-viv/ Comradeship, patriotism, and community service [Exp. #160.]

Walnut Creek Church Of Christ http://www.netcom com/-khensley/wcc.html

Windows OnLine http:// wol.com WinOnLine Review (online e-zine) [Exp #162]

wine Specialer http://
wine Specialer http://
www.winespecialor.com
The largest circulation wine
publication in the world
offers advice, ratings, so
prices em over 50,000
wines. [Exp #161]

ODDS & ENDS

Advanced Herbal Alternatives http://www.takeoutunfo.com/vitamins Chinese herbs formulated for gyerall health will welfness [Exp.

AirCal http://members.aol. com/aircal/37/reunion htm Information about the upcoming AirCal reunion, a great airtine ==== based in Orange County [Exp #162]

Orange County [Exp #162]

Amazon City http://www
amazoncity.com The first
city for women on the
Internet [Exp #161.]

Critical Thinking http:// www.crithmk.com/ Critical thinking designed for those who want to eliminate religious dogma from their life. [Exp. 466.1]

Computer Injuries http://
www.webz.com/stress To
alert usersto the risks
involved in repetitive functions and cautions healthy
approach is computer use
for at \$2.1

Confidential Connection
http://www.movo.com How
to meet local gurs and guys
by calling a local number.
contests. Modern Butterfly's
Cyberbabble [Exp #162]

eDirectory http://www.e directory.com/ Over 200 search engines from over thirty-five countries, listed by country [Exp. #161.]

El Doablo's House Ot Horman http://homes gte.nev
rean/index htm Come see
why death has been the
number one fear for
humans since the beginning id our existence [Exp
#161.]

F12 Online Anonymous Twelve Step Program http://members.gam.com/acbaindindes.html Yebba-holtes, nelaholtes modern-heads interholites and newsgroupses was welcome Saturcal support site dedicated as working the 12 kmg [bo /162]

Fingerprint Technology Update http://www.w3bit com/logerid ntmi [Exp #162]

Global Metwork Project For The Future Ottp://www. midsta.jp.media.ex experimental plobal net-

ISM (M.) http://public

media.org/ism -ISM (N) is in national video documentary and education project that deals with college students and their views diversify [Exp. #161]

Joo Sims Center http://
user www.sisu.edu/-ciay
fon/JSC.html A multi-arts
organization dedicted to
developing educational,
artsic, and social needs of
SF's diverse gay, tesbian,
and transgendered community [Exp. 4160.]

Massage For You http:// members.col.com/sixent/ massage.htm Receive the therapeutic benefits of a massage at home or office and soothe the effects of the day away

Minal http://www.niche com.com/-minal/ Russlan/worldwide penpals for friendship and marriage [Exp. #160]

Miracle Marketing http:// www.accesscom.com/-see kers Look here for the best in free products and advertising [Exp #160]

Nighterawiers. The NGSN Gothic Classifieds http://www.gothicclassifieds.com/A networking and reterral squares no a goth and industrial scene, yam-pyres, lehishes, and the occult [Exp. 4162]

Plastic Surgery Resident Home Page http://users aol com/plisate Free information for those contempiting cosmetic Surgery and "To Answer Your Questions" [Exp #161]

Psychotopia Online http:// www.psychotopia.com Dedicated to exploring the limits of human sexuality IExp. 4162.1

Salkam http://bbs/gaunel/ net/bangiova-index html tams and views regarding Sn Saltus Sal Baba, a living leacher of the age-old wisdom of India (Exp. #162)

Stacey Leigh http://www.beatonto.igtri.com/stacey.htm The official Web page of See | Leigh-actress.

Town & Country's Brisil
Wab Site nttp://tnewed
dings.com The online
resource for planning imperfect wedding, including
honeymoon, gift ides;
bridal fashion, jewelry
advice, horoscopes, and

the http://www.engr csuib edu/-ango/vanel htm The Vietnamese het helps you understand more about Asia, especially Vietnamesa culture [Exp. #161]

PERSONAL HOME PAGES

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ABC Flash http://www.abc llash.com Extensive Asian American resource page with the latest events exclusive articles links and discounts (Exp. #160)

Farm http://apureduphilpri A personal page roamed with red ants Various links in PC games files, and ants [Exp #162]

Basion Tea Party http: www.stip.nat/-bostof Learn about legal aterda tives to your SSN and spare your chadren a wetime of taxes [Exp. #162]

Brian's Wedding Page http://www.best.comsuppris/wedding.shim [Exp.#161]

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and how to protect as self [Exp #161]

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Guide

Web Page Listings continued

Citblid Research Home Page http://garnet.berke ley.edu.2727 Information on the fish family Cichlidae for hobbyists and scienusis |Exp #162.]

O. Bishop's Sturggte For Medical Marijuana http:// www.execpc.com/-dareen/ Learn about Doreen Bishop's fight for her legal right manjuana [Exp #161.]

David Rowell's Homesite David Rowell San Francisco multimedia designer

Dover's Refrigerator http:// www.geocities.com/Heart

Electronic Business Direccom Web sie links to Enable everyone to access Dusiness Information on

ForeignCurrency http://our

Game Cracking Computer Hacking Web Page http. *www.earthlink.net/-laszlos 165 [Exp #160]

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Highland Home Page http://users.deltanet.com/ athletes, also some geogra-

Home Business Software http://www.loop.com/land charge. [Exp. #160]

Huascane Online http:// The Web site you have been waiting for-free stuff links, and more. (Exp. #160.)

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Joe Lavin's Humor Cotlokes Just mesure I comedy every Tuesday and Friday

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KrizlaWeb http://www a focus on mannatic brain

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Sam's World http://www

Scott's Honda/Acura Home

Society Of Abidance In Truth (SAT) http://www

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Web Page Listing Continued

Talon's Corner btto // geocities com/Silicon site with X-Files, 104, the Olympics, and links III universities around the nation. (Exp. #160.I

Ted Alvy Cosmos Topper Home Page http://pages. prodigy.com/FNJD74A Mallard, Caotain Reefheart Lit-Ue Feat, Neon Park, Firesion Theatre, and more. [Exp. #161 1

The John Gottl Tribute Page http://www.netgate Alleged Mafia boss, and allaround nice guy. [Exp.

Thomas Pitre Home Page http://www.pitre.com.l.am involved in and deliver design, and fiber onlic training [Exp #160.]

Topics For Seekers http:// www.hsc.usmintwi-leighton

GOVERNMENT/ **POLITICS**

Corporate Walch http://

Culver City Home Page

HASA http://observe.nv best in NASA earth and space knowledge. [Exp #161]

NASA Spy http://observe Observatorium Web site allows you to order some of images (Exp #161)

US Consume Still

Find the latest information government aumonine (Exp.

Women Of NASA http:// observe Ivv nasa goviobse rve/ootd.ootd html NASA's Observatorium looks at the traditionally male world of science and turns its lens an itself. [Exp. #162.]

ARTS

A Film, Dam, & Brush Coospiracy http://www.prime net.com/-fundVindex htm Afrocentic Web side reflecting digital artistry, also featuring clipart catalogs, and unique compositions. [Exp. #162]

me Minds Surl Mail Sports Photography http://www tography celebrating the strength beauty and imagery of the male at Veto physique [Exp #165]

ArtCommotion http://www magazine [Exp #162]

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Updates

Allworth Press has published a desktop reference of digital-imaging terms. The Digital imaging Dictionary. Allworth Press, 10 East 23rd St., Ste. 400, New York, NY 10010, 1-800-491-2808.

Decisioneering has introduced a general-purpose visual modeling tool, Analytica. Decisioneering, inc., 1515 Arapahoe St., Ste. 1311, Denver, CO. 80202. 1-800-289-2550, or URL: http://www.decisioneering.com/

Evergreen Internet has upgraded its internet commerce software. CyberCat 3.0. Evergreen Internet inc. IIII N. Colorado St., Chandler, AZ 85225 (602)926-4500, or URL http://www.evergreen.com/

Faralion Communications, Inc., has announced Timbuktu Pro for Windows NT v13 and 14 Faralion Communications, inc. 2470 Mariner Square Loop, Alameda CA 94501-1010, (510)814-5100, info@faralion com or URL http://www.faralion.com

Olympus image systems, inc
use premiered their 0-2004 and
0-2004 oligital cameras \$599 and
\$899 respectively Olympus
image systems in New
Corporate Center 88 Melville NY
11747-3157 1800-347-4027 or
URL Into //www.olympus.com

Palo Alto Software has announced the release of Marketing Plus 2.0. \$164.95. Palo Alto Software, 144 East 14th Ave. Eugene. OR 97401. 1-800-229-7526. sales@pasware.com. OURL. http://www.pasware.com.

Prairie Group, Inc. has released DateView 2.6, an electronic appointment book. \$69.95 Prairie Group, Inc. P.O. Box 55820. West Des Moines, IA 50265 E151225-4122, or URL http://members.aol.com/prairiestr/

OUALCOMM Inc. has made available Eudora Pro 3.0 for Windows. OUALCOMM. 6455 LUSK Blvd.. San Diego, CA 92121 1.800-2-EUDORA, EURL: http://www.eudora.com

Specom Technologies has announced a videoconferencing package, Suite Visions \$199 Specom Technologies Corp. 3310 Victor Ct. Santa Clara, CA 195034 (408)892-1850. sales@specom.com. or URL http://www.specom.com.

Transparent Language has released LanguageNow! v5.0, the latest version of their language learning software Transparent Language. 22 Proctor Hill Rd. PO. Box 575, Hollis, NH. 03049 1-800-752-1767. or URL http://www.transparent.com

World Software Corporation has announced WORLDOX 96 Enterprise Document Manager World Software Corporation 122 Prospect St. Ridgewood E. 0/450 4406 1-500-962-6350, Ord URL http://www.worldox.com

Product Announcements

CD-ROM Hardware

CD Dupe-It

CD Dupe-It is the affordable answer for making CD-ROM disks for software distribution or archival backup copies of your important work. No mastering or digital multimedia experience is required; you simply insert the original disk and press start CD Dupe-It copies any disk to mi internal A/V



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hard drive. Insert blank disks ≡ make as many copies ≡ you like. The ≡ tem is self-contained—no connection to ∎ PC or Mac is required. Or attach it ≡ your computer and create your own original CDs. (\$1495) Corporate Systems Center. 1294 Hammerwood Ave., Sunnyvale, CA 94089 1408/743 URL http://uwww.corpsys.com/

CD-R2x4



The CD-R2x4 is a dust speed CD recorder and quad-speed CD-R0M player for Macnusiand Windows It is compatible with major recording mellow and formals with major professionaudio CD recorder with P-Q subodes also supports pack

writing that allows you to drag-and-drop files from your Mar of desktop to the CD-D2xt so save them directly from applications in internal version features a headphone lack, volume control, and area 17/1/power LED so the front panel. The external version comes in rugged, compact enclosure with mastering software and direct so

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New Products continued from page 152

Macintosh, Windows 95, NT, and 3.1x, SCSI cable, SCSI diagnostic LED, stereo audio out, headphone jacks, volume control, and activity/power LED. (Expected street prices: \$499, internal; \$649, external) Olympus Image Systems, Inc., Two Corporate Center Dr., Melville, NY 11747-3151. (516)844-5000. URL http://www.olympusamerica.com/

Mitsumi FX800

The Mitsumi FX800 Series 8X CD-ROM Drive features fast 150 ms access time, full MPC-3 compliance, compatibility with new CD formats (e.g. CD Plus discs), and a unique tray



design that allows the drive to work both vertically and horizontally. The drive uses the ATAPI IDE interface and fits in any standard half-height drive bay (\$200) Mitsumi Electronics Corporation, 6210 N. Beltline Rd. Ste 170, Irving, TX. (214)550-7300, URL http://www.mitsumi.com

Laptops

TravelMate 6050

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includes infrared wireless communications technology allowing users to transfer files, synchronize systems, and print to other infraredequipped devices and printers. (\$5400) Texas Instruments, Inc., P.O. Box 6102, MS 3242, Temple, TX 76503. 1-800-TI-TEXAS. URL: http://www.ti.com.

Micro Express NP133A

The MicroExpress NP133A multimedia notebook is ideal for taking on sales presentations as well as substituting as your primary desktop system, Built around an Intel Pentium, 133MHz processor, it features 16MB of RAM, 265K Level2 Cache, 1.3GB hard drive, 12.1" active matrix color SVGA display, built-in touchpad, and 16-bit sound with built-in stereo speakers.



It also comes standard with an internal 28.8 fax/modem, IrDA-compatible infrared interface, 6X CD-ROM drive, as well as a Type III PC-Card slot and a Type II PC-Card slot. The battery is NiMH, with a two hour quick-recharge capability. (\$2795) Micro Express, Inc., 1881 Kaiser Ave., Irvine, CA 92713, 1-800-852-1400. URL: http://www.wpages.com/microexpress/

Panasonic CF-25 Notebook

The CF-25 combines rugged construction with the performance of a 133MHz Pentlum processor, PCI Bus, and 1.35GB hard disk. The 100% magnesium way case offers twenty times the strength of typical plustic cases. The hard diet and fluppy drive are mounted in

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Vollager Goes To ???

Multimedia Pioneer Faces Uncertain Future

obody really wants to talk about it, but, at the time of writting, Voyager, the prominent CD-ROM publishing company, is going through severe convulsions—convulsions stemming from the general problems of electronic publishing. That whole business arena is undergoing rapid but inconclusive

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changes, principally due to apparently endless technological chum, but also to the associated marketing ramifications.

In Voyager's case the convulsions include layoffs, consolidation of its offices from two floors of a building to one, uncertainty about the direction of the company (information about future fules and whether the company would even have a presence at Macworld being unavailable at press time), and, most lotably, the departure-voluntary thenvise-of Bob Stein, Voyager's longtime figurehead and an original founder of the company. According to Voyager's datement, "Bob has left to pursue other "merests." According to a statement and by Stein, "Two of the five partners of topager took over the management of

the company One of their first actions was a lay off twenty full-time people, including almost the entire CD-ROM production and Internet publishing staff Bob Stein left Voyager in the wake of this decision."

in the wake of this decision."

That alone would be convulsive enough—
but Stein ends his statement with a direct quote

about those other interests he's pursuing: "I'm now talking with potential mean partners for Voyager who some help take the company in the direction (envision."

In other words, Stein is attempting to retakeover the company. Let the convulsions begin anew!

in all, not a pretty picture as a not to take a supersong that no am wants to take about it—and there are certainly awords about it on the Web at a However.

In so often the case as these situations, and conce conversation begins of the-record and with a few "Don't quote me's thrown in, reading between the lines of the official statements reveals details from the cracks between the versame Deduction eventually allows a reasonably clear picture to develop.



VOYAGER WAS RIGHT ON

is faithful and long-time readers of Multimedia 101 probably recall, I've heet a fan of Voyager and in line of CD-ROMs. Its mix of serious general-and literary titles with more construction of the construct

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MultiMedia & BEYOND

MIII.TIMFOIR 101 continued from page 159

entertaining cultural, musical and children's material was a daring and provocative approach in a business that mostly seems content to publish works dictated by market research and niche availability rather than any concern with the breadth of human knowledge or artistic expression. It's not that every Voyager title is incredibly good, but all the ones I've seen have at least some redeeming value and interest. They each have something to say, there's a purpose for their being published beyond CD-ROMs being the "next big thing" (which, believe it or not, they were once considered to be) or an efficient way to impart multimedia information (if, indeed, they are such a thing). Taken together, the range and number of Voyager's titles-seventy-five so far, with many industry firsts- is an impressive achievement; one that, to my knowledge, no other electronic publisher claims.

However, it was no secretor it was at least muchrumored-that Voyager was perpetually short of cash and almost always on the verge of collapse. Supposedly, salaries for Voyager workers were substantially less than computerindustry norms, although probably not so out of-line with the standards of the publishing industry, where people tend to work for more idealis-A variety of rumors also circu-

lated about Stein himself. Besides personalallegations made about him, the sort of messy gossip that always seems to attach to promi-

nent people when a relationship ends, he was said to be difficult to work with. Of course, many people with unrealized but personally well-defined visions of the future meet the same criticism-and there's general agreement that Bob Stein has a vision of where electronic publishing should go.

Stein is also well-known for his awareness of the ongoing historical conflicts between capital and labor; conflicts that have been so skillfully papered over by mainstream media, particularly in the past half decade; conflicts that have never been given much attention in the computer industry with its stock options (although not for any assembly line workers that I've heard of), its perpetually rosy view of the engineered, technology-enhanced, net-

worked future, and its very careful management of the truth in any information that it releases to the general

public. Indeed, Bob Stein's generally Marxist-Leninist beliefs attract almost much comment, usually negative, an his achievements.

Given the ongoing privatization and commer cialization of the Internet, his views are not so extreme. In time, these issues and the concomitant loss of genuine public access and ready means of personal expression in favor of control by giant media cornorations will likely cause his concerns to be recognized as prescient.

Regardless, Stein was running a capitalist publishing company. Voyager had reached about \$12 million a year in sales and, according to Stein. "Over the last twelve years the company has made money in more years than it lost money."



Clockwise from above: Sound Toys song screen; Treasures of the American Museum, Voyager

It's not that every Youager title is incredibly good, but they each have something to say; there's a purpose for their being published beyond CD-ROMs being the "next big thing" or an efficient way to impart multimedia information. ISP MICROTIMES - JANUARY B 1997



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MultiMedia & BEYOND

MULTIMEDIA 101

It's no secret that getting money out of a Web site is harder than getting an old-line, Easternbloc despot out of power.

That was not enough. Voyager's convulsions were apparently induced by Stein's efforts to get Voyager to grow into a more substantial company.

BRCHSTAGE AT VOYAGEA

Voyager's problems can basically be divided into internal and external difficulties, but with an obvious symbiosis between them.

Essentially, the unsatisfactory general state of multimedia from a publisher's point of view makes in hard, if not impossible, to build a flourishing and continuing business without constant reevaluation and reinvention. Some people and companies are better suited to deal with this requirement of everevolving novelly than others. Either way, these conditions become extremely stressful and are not conductive to graceful behaviour, especially when there are underlying personality conflicts.

At Voyager, the stresses between the visionary side of bob Stein and the cautious, more traditionally business-oriented team of two of his partners. William Becker and Jonathan Turell, built is a point of fucture. The rise of the Web is an easy culprif for the woes of CD-ROM publishers. Stein, however, sees the Web in a more balanced, even beneficial light, saying, "Obviously, nothing could match the hype about CD-ROMS, and a lot of that attention gravitated to the Web. Some kinds of publishing may be grown satisfactory on the Web, but a lot will be the property of the Web, but a lot

Stein believes that the Internet will not be ubiquitious as robust assingly to replace people's perceived need for local, personal cupies of media properties fill another ten or even the control of the people of

basis. Stein was making plans for downloading- and only downloading— no physical distribution, the relatively small titles in the Expanded Books series, possibly even with booths at airports— travellers could pick up something to read on their laptop white in floor.

Voyager had developed its TRADES software to allow customers to pay for and download software from a secure server. CD-Link, a technology allowing the linking of audio CDs with Web pages, was another of Voyager's pioneering efforts to use the Internet innovatively. Hybrid CD-ROMs combining the best features of the Web with richer media are also in the mix. Voyager was the first to Web-cast a conference with the February 1996 Media and Democracy Conference in San Francisco, and also sponsors a number of other Web sites such as Laurie Anderson's Green Room and the Guerrilla Girls, self-dubbed as "the conscience of the art world." The promotional page for its Orson Welles' laserdiscs was even listed by Internet Age as a Top Ten Entertainment Site Stein is also planning a VoyagerLive site that will fall somewhere within that gray media area of Internet radio, publishing, and storefront, complete with audience participation.

Obviously all these plans, ambitions, and commitments need some form of currency to move from concept to reality. While Stein says that the differences with his partners were "not so much about money, but more about the direction of the company," he also admits that there is "no platform for profit in the current CD-ROM market" for titles such as Voyager's. And, again, it's no secret that getting money out of a Web site is harder than getting me old-line. Eastern-bloc despot out of power. Stein had figured um a strategy to deal with this-but it involved both further investment from his partners and that they accept a diminished role in Voyager's day-to-day business. That's obviously a task that would require a grand feat of diplomacy accomplish; sometimes visionaries really do so as be a bit some self-delusional than

TOOLS OF THE TRADE

Central to Voyager's woes. Stein believes, has been the lack of a really good set of tools for the sort of tiles that Voyager publishes, suits that generally use a lot of words Until receiver in the sort of tiles that Voyager publishes, suits that generally use a lot of words Until receiver in an adequate way, and Apple's fumbing of HyperCard is legendary. What this meast from Voyager's point of view is that it susplicated to march to produce a title given the lan ited market.

Originally, Voyager was a very Macinton-beented publisher. Once upon a time that dain seem like such an idiotic thing to be, John Sculley made visionary pronouncements sed. Apple laid a lot of the early consumer multised dia groundwork with HyperCard, integal sound, QuickTime, and easy-to-add pengharia souch as CD-ROMS. Apple had it markethar worth noticing and it looked as though bit markethare would increase. Pretty muck alide development tools were Mat-based and do sumer Wintel machines weren't ready for miltimedia anyway.

How things change!

As those things have changed, Voyage ha attempted to follow. Much of its graiding acconverted to run == Windows machines are wittles run on both platforms. This was showever, always easy. HyperCard was not off nally developed to allow for cross-platform porting. Resources that could have been seen to be a seen to be

Stein's strategy included development also tools to allow for quicker and easter cross prorm authoring using multiple media. Apple has announced that it will apply the product of the strategy of the strategy of the product of the strategy of the strategy

Beyond the issues of how to build as it.

Voyager grappled with the question of play them on. The unruly behavior of internet certainly interrupted the CO goal party, but seem of the guests were made about how slow the service was anyway could be a supported by the country of the country of

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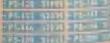
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MultiMedia & BEYOND

MILTIMEDIA 101 continued from page 164

even fast enough to provide a media experience that begins to compare favorably with the analog world, an experience that we don't have to be charitable towards.

Stein also holds out hope for DVD as a viable medium, it as obviously well-suited for movies and other longer or bigger titles, offering substantial savings in manufacturing costs over 12" laser-discs, the medium Voyager currently uses for its Criterion Collection of movie titles

THE FUTURE IS ALWAYS UNCERTAIN

Whatever else one might say about Stein, he was clearly aware that all his visions for Voyager had not been realized. He knew there was unfinished work to be done. He went back to the drawing board and took a good hard look at what needed to happen to get closer to what he wanted.

Unfortunately, he came up with answers that some of his partners did not like too much. The personality issues involved unanswerable from this distance, but, let's just say that toes are always getting stepped on somewhere in the media business world

Voyager is, if nothing else, a grand experiment in electronic media, an experiment that has not so far produced truly meaningful definitive results. In fact, the prologue to the real play has barely been delivered. I'd like to see what other lines Bob Stein can come up with in the next few years.

THE PRESENT IS NOW

essor

AC

A couple of recent Voyager titles show the range that Voyager encompassed. Sound Toys by C. Todd Robbins is another take mm that Holy Grail of multimedia, interactive music. Basically, it consists of five screens or "songs," each with a striking graphic. As you mouse around or click on various parts, musical sounds ring out, it's really pretty near, some of the "songs" and only fun but also interesting to play. In "song" you can drag your sounds around a screen, which is a promising advance in giving the user the ability in construct a really personal. experience. You can record what you do. There's definitely been some hard thought put into Sound Toys, and its general design is successful.

Treasum of the American Museum of Natural History is at an of the many other ends of multimedia. Basically a guide at fifty of the museum's most interesting, spectacular, valuable, ingenious, or otherwise notable items, with video, sound, and see combined in a variety of ways, the CD-ROM does its job reasonably well, although somehow one's left with a desire for more—perhaps are actual man to the muse um. There are a number of smart features; a particular, the indication of relative size is worthwhile. However, overall I felt at though I was 451 accessing the same information presented m several different ways for each exhibit.

With a little luck, Voyager will be at Macworld and you'll as a see to atch up for yourselves on developments Otherwise, and in a mean the, theck the Web site at www.voyagerra.com for further detalls, inducting some good demos, of Voyager's recently released titles. et some Voyager soon—they may yet become collector's Certainly hope no.

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Report from France,

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Sophia Antipolis-Silicon Valley. Riviera Style

he French Riviera justly evokes images of a warmly sophisticated quality of life and leisure. What lies beyond the beaches and cafes is the Provence-Alpes-Cote d'Azur techno industrial sunbelt and Europe's biggest science park

Thanks to a loan of an Apple PowerBook Duo 2300C with a Global Village PowerPort modem from SE's MACadam (415/863-6222)-and with a Duo Dock Plus at homekeep in touch with email, editors and school we least when the hotel of the day had a pluggable telephone connection.)

While there, equally engaged in work and an ution I got a closeup look at an excuting array of advanced technology and multime dia in an setting that shares tastes and sen sibilities with the San Francisco Bay Area



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REPORT FROM FRANCE

scape of 5,684 acres. Il looks like a combination of UC Santa Cruz, a country club and Silicon Valley. This model science park has been achieved through a combination of efforts from national, regional, local and international resources. More R&D, as well as manufacturing and assembly, are pursued outside the park in areas such m Nice and Cannes, and aided and promoted by the Cote d'Azur Development.

Air France's San Francisco/Nice route is one of its most heavily-booked tickets. Many companies and startups have located here, attracted by the high-bandwidth installed network, financial incentives and connection to the International development community.

A NATION OF FIBER

Spearheaded by communications giant France Telecom, which is headquartered at Sophia Antipolis, this nation is determined to be all years, starting here with the Provence-Alpes

avatar for ATM (Asynchronous Transfer Model) which can run on copper as well in fiber in rates as high as 155 Mbps. This move a further supported by Telecom Valley, an association creat-



ed by AT&T Texas Instruments, Digital, ETSI, France Telecom and Aerospatiale to bring together all the telecom activities of Sophia Antipolis and the Alpes-Maritime department. And then there's the EuroSud 155 Club, helping create and deliver multimedia applications over high speed networks.

At present, France has 60,000 of CompuServe's four million worldwide, and 10,000 of America Online's 5.5 million. The mated number of Internet users ranges between 100,000 to 200,000 but is expected to surge dramatically. Also drawing telecom companies 📟 Sophia Antipolis a quest for European partners m what might be termed the "fiber rush." Within the next year much of the promised communications deregulation will be enacted. with opportunities in everything from cellular and wireless in provider. France Telecom is

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REPORT FROM FRANCE continued

more area codes. Since October, in the French response to the same problem, all the phone numbers have gone from eight digits to ten. This will stretch their subscriber range well into the next digital century. Because France is, compared to the US, a small country, and has been dominated by one communications monopoly. France Telecon, they were able to do this all in one decisive action. We seem to be doomed to continue hop-scotching as patchworks of area codes forever.

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BUSINESS AND GRAPHICS ON THE NET

So you want to be part of the next digital wave of mercantilism and put your business on the Internet?

Building Successful Internet Businesses: The Essential Sourcebook for Creating Businesses on The Net by David Elderbrock and Nitin Borwankar (IDG Books Worldwide, 330 pp +CD-ROM, \$39.99) won't give you that killer concept, but it can help you survey the real-world demands needed to get it up on the wires. They give examples of emerging businesses that are already there, and their sites. Most importantly, they lay out all the resources and skills that you will have to have (or hire someone to do) before you can front your store electronically. The accompanying CD-ROM holds a number of the development tools described in the text and will help aget you to the companion Web site.

Mikkel Aaland has been snapping photos since he could first hold ≡ comera, so saw no reason to stop just because he learned how th use ≡ computer for digital graphics and image manipulation. His book, Still Images in Multimedia (Hayden Books, 202 pp + CD-ROM, \$45] is ≡ excellent and definitive reference/workbook for acquiring, preparing and using still images in multimedia and on the Web

He doesn't dodge the copyright issue when he given tips for finding and capturing those images, and the section on preparing the image—digitizing, file formats, scanning, toning control and cataloguing—can help make that image worth saving. And and doesn't rest there, he shows and suggests many uses and applications for images, including sound and virtual reality. The CD-ROM is check full of dips. tools and demos.

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concerns, all of which benefit from being able to plug into this underlying large-scale high-bandwidth network. The Institute Theseus initiates and conducts various projects in knowledge management.

Director Ahmet Aykac, born in Turkey and a

veteran of teaching economics at Columbia, heads the highechelon Action Learning program, which encompasses tailored management education and MBA programs for large multinational firms. "Most clients come from referrals and word-of-mouth," says Aykac. Because of the complexity of the planning and the logistics,

it usually takes a gestation period of about a year between inquiry and implementation."

The budgets can range from \$100,000 for a small pilot program to millions for a long-Tange program for a large corporation which involves moving many people around, but "Realtime point-to-point videoconferencing provides great economy over travel and continues the education process.

The relationship with France Telecom that comes with the territory at Sophia Antipolis has

investment I would need and the amount of overhead that I would have to build into the organization would just become very large

Revital Marom, an Israeli-Canadian senior research scientist at Theseus, has been involved with groundbreaking new media grassroots

Aykac's corporate types, she has brought this new technology to modern-day "peasants" - young farmers in Greece and Southern Italy.

These countries have very strong and versatile agricultural unions. young people # the village level to seems social and edu-

cational needs. Because of Greece's rough and. tocky terrain, there is infrequent visiting between the groups. Today every household with children above grade four has a PC. because they and all studying with computers.

At present, France has 60,000 of CompuServe's four million users worldwide, and 10,000 of America Online's 5.5 million.

The estimated number of Internet users ranges between 100,000 to 200,000 but is expected to surge dramatically.

> allowed Theseus to co-develop communications with clients on dedicated lines for telecommunications and teleconferencing, such as the T1 lines to South Africa. "In order to do the thing elsewhere," explains Aykac, "the amount of

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of 60%. Theseus met with the unions, government agencies and other interested parties to create and test prototypes for communication and distance learning links between the villages and the schools and universities.

"Three years ago we started with the Internet over POTS," recalls Marom. "Then we chose to develop it as groupware with Lotus Notes and as an intranet. Now with ISDN the videoconferencing is possible for teleconsulting and teleteaching. Already and have people using the facilities within the development phase. By next year we will probably come up to from 5,000 to 6,000 people using the system."

RELATING INTERNATIONALLY

To European and Japanese businesses, analyzing your administrative style and then changing it to be more efficient is still often an abstract concept. At its large European branch office.

Anderson Consulting presented demonstrations of some of its successes, and reified the internationalism that has made Sophia Antipolis work, and which in turn helps work

Gunter Schmidt Taube, ■ managing director and a German, made am interesting statement that was backed up by his French and British coworkers in the room: "Technologically, America m still three im five years ahead of Europe, especially in its rate of advancement." He emphasized that Europeans were advancing more all the time, "even if we don't quite catch up."

I observed contrasting evidences of these running rates of change reflected in everyday life in France. At many restaurants, including some small rustic cafes, the waitperson brings to the table a handheld combination calculator, card reader and printer for "l'addition." Yet, wheal went to a Cote D'Azur office of the SNCE the national railway, to buy a ticket, there was a pause of déjà vu. The energetic woman may have had the fastest single finger in the town of Hyeres to peck in the computer's keyboard, but

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when she referred to the schedule, it was to a thick apiral-bound note book completely hand-written in different colored inks that was still comfortably stationed in 1906.

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Until the post-World War II Marshall Plan era, French was the interna tional language of diplomacy, art, science and the military. What became eminently clear on this visit is how completely English has become the international language of business and high technology, here as in Japan If you cruise the Internet, you know that English is the dominant language of Web sites. That is just the tip of the communications iceberg After Paris, the Cote

d'Azur is the most international region of France, with 12% of the population being foreignersincluding 4,000 North Americans. Over 100,000 subscribe to English-language print. I enjoyed listening to the English-language program provided for all the ex-pats and internationals, heralding each broadcast with: "It's (ta-dahh!) Radio Riviera!" Their BBC-based analyses of French politics reports charges such and ...empty-headed socialism!" And in the local French paper, indignant alarm is being raised that there are chefs that are allowing spices and herbs from Asia and other parts of the world to threaten the purity of la cutsine classique!" Welcome to Continental Californian. NEXT MONTH "REPORT FROM FRANCE II Sophia Antipolis-Starrups and Successes"

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Industry insights continued from page 20

Macs, they are slow and expensive. Apple appears to have turned its back on the under-\$2000 portable market, which could have a very negative effect on sales to universities and small businesses.

Apple's decision to allow some manufacturers to clone the desktop Macintoshes has been very positively received by Mac users. There are only a few problems with compatibility, and the number is probably less than the number of compatibility problems seen with some Apple-branded computers.

Apple has not allowed vendors to sell portable Mac clones, and has no plans to start licensing them any time soon.

This means that the Mac portable market will remain high-priced for at least six months, more likely a year. This will not itself make Apple crumble, but it does lead you to wonder.

However, Apple has not allowed vendors to sell portable Mac clones and has am current plans to start licensing them any time soon. This means that the Mac portable market will remain high-priced for at least set months, more likely a year.

This blunder will not itself make Apple crumble. It does lead you to wonder how they think they can get new users if they price their new hardware far above the typical cost for medium-powered PCs. Further, given that Macintosh has always been touted as good for education, it seems incredibly short-sighted in not have any low-cost portables in the works Apple has proven in the past that it can easily create these systems, to not do so now shows poor judgment at a few levels of the corporate chain.

The Internet Will Help Will Apple, And Vice Versa

One thing that will keep Apple strong this year is the fact that its Internet offerings are pretty good, and in many many much better than Microsofts Ask any Internet Service Provider which of Open Transport or Windows 95 is easier to set up for SLIP or PPP service, and you'll hear near-universal praise for Open Transport. The fact that Microsoft continues to sell Windows 95 with such impossible-to-setup Internet access shows that the are still slow to understand what the low end of the Internet market is

Apple can't rest on its laurels, however. Recently, Apple's software do sion Claris participated in am amazingly stupid lawsuit against three Internet Service Providers, helping to give Apple a black eye with a group that Apple badly needs as supporters. The suit was dropped when it became clear that it was a ham-fisted attempt in force ISPs to become cops, something that any sensible ISP would refuse to do The wheel episode shows that Apple may have seemed of a clue than Microsoft about the Internet, but it still has some pretty major holes in its thinking

Given that the wave of Internet users will probably know a lot less about computers than the current crowd. Apple stands to gain it ket share as long as it can provide computers that these new usets afford Microsoft still has a long to go on ease-of-use particularity Internet assess, and Apple can turn this into a long-term market. Part among who want to get on the Internet for their kets Apple position isn't particularly strong right more. In the plenty of opp to made in places was Wall man isn't looking

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owered by double-digit percentage gains by 16 of the 29 stocks in the nearby table, the Microtimes Stock Index rocketed into uncharted territory during the six-week period ended December 12. Specifically, our Index took Wing to the tune of 1.025.11 points, 012 heart-pounding 14.01%, en route to a record high of 8341,27. I setting the new mark the MicroTimes Index eclipsed its old record high of 7945.37 set on December 13, 1995

Shares of semiconductor companies were especially white-hot last month after the Semiconductor Industry Association said its book-to-bill ratio rose to 1 15 in November from 1.11 In October That news opened the floodgates for CPU manufac

turer stock sales

Advanced Micro Devices topped the leaderboard with a resounding 53 9% raily to \$27.13, taking largest percentage gained honors as a result. Many Wall Street fimes were singing their praises for AMD and the semiconductor group, saying positive earn ings surprises in store for investors and that the stocks are not overpriced despite their continued upward trajectory

Intel's stock price gained \$29.13 during the six-week period and has doubled in the last six months, to close in an all-time high of \$136 88. Many Wall Street analysts are now projecting the stock to trade between \$160 and \$200 a share in the very near future Based on the simplest metho Intel looks cheap," said Scott Bielef. (Investment strategist at Prime Charter Itd "It's trading at a lower multiple man its growth rate."

There is a feroclous end of the Yea deployment of funds going into technologic and right now every mutual fund in the world must own intel." Bieler said "if alli has any technology representation the must own Intel." For the six-week pends intel was the largest dollar gainer at the col

Dell Computer was also popular w Investors last month, rising a brisk 59% \$57.25 Last month the company posted is 11th consecutive quarter of record press ing revenues for its third fiscal quarte ended October 27. Specifically Dell's Sales soared to \$2.02 billion from the 183

As a result of the protracted bull run to high-tech stocks, three companies com pleted 2-for-1 stock splits lass month make and affordable to but chase. The companies Microsoft Dell Computer and Migrosystems

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it is always

computer-it is invariably filled with the latest and most advanced technology. This month, J. examine a new mid-range multimedia system. The Satellite Pro line is targeted to those people who are concerned about cost, but still want the latest technology.

The Satellite Pro 420CDT, just a step below the top-of-the-line Toshiba Tecra series notebooks, is filled with an array of the newest multimedia leatures. Powered by a 100MHz Pentium processor, it comes standard with 8MB of RAM, expandable up to 40MB, and a 1.26GB hard disk. The display is a generous 11.3" high resolution active matrix screen, although a dual-scan display available for some Sarelline Pro configurations.

Some of the capabilities included here I have not yet seen elsewhere. For instance, with the Satellite Pro there is no need to carry around a bulky power supply Rather, it come built-in as standard equipment Simply plug in the power cord and you are in business.

While I like much about the Satellite Pro. I still have a few reservations. The keyboard, while an excellent layout, lacks the special Microsoft keys I have more so depend on. These some keys offer time-saving shortcuts for many



programs. On the other hand, if you attach an external keyboard, you will find that Toshiba has built in a way for you to simulate the Fn key on a full-size keyboard. Since I always prefer m work on a full size keyboard, this is a real advantage. Portables let you control lots of functions with the Fn key and I was this when I attach a full-size keyboard is other portables.

Toshiba has chosen an AccuPoint pointing device over the touch pad many manufacturers are using these days. I find the AccuPoint OK

The Satellite Pro line is targeted to those people who are concerned about cost, but still want the latest technology.

once you get used to it, but I still prefer a mouse, which you can attach via the serial port When you are on the go, however, a mouse is simply not practical.

While the Satellite Pro shines im many areas, its multimedia capabilities are its greatest strength. This is the first portable I have examined that really lets you take advantage of the emerging MPEG-1 stan dard. MPEG-which stands for Moving Picture Experts Group-lets you view CD videos ar a full im frames per second and get near-TV quali ty display covering the full screen. Even though the dis

play on the Satellite Pro is high resolution, the "TV quality" image was that of a 15-year-old color TV, not that of a bright top-of the line television in any case, you no longer have to put up with jumpy video. While it is easy to operate this new multimedia serup, it takes a lot of elements to make the system work correctly

First, Toshiba includes a 6X CD-ROM drive if the system. This drive, by the way, as removable and housed in a bay that can hold a floppy drive if you prefer. The thing that I like about Toshiba's arrangement, however, is that the Coppy drive also make in a housing that con nects by a cable in the side of the computer so you can have both an floppy and CD-ROM do operate at the name with you like

In addition to a good CD-ROM drive MPE6 requires that the PC Card slots conform to new Zoomed specifications lets you



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use any of the older PC cards but also allows you to use newer cards that work with this standard. Finally, you need an MPEG-I Playback PC Card (\$299). This card handles translating the highly compressed data found on the CD-ROM into data that can be displayed. These new CDs compress data at something like 200 to 1

Audio is also reproduced at CD quality. The Satellite Pro has a builtspeaker, but for good sound quality you will need to external speakers. The Satellite Pro has

Sound Blaster compatible 16bit audio. All in all, the multimedia capabilities of this system move into me territory.

In addition, there is a port for connecting a Port Replicator (\$399). This is m great addition if you like to work with an external monitor and keyboard and the like. Just unplug the computer from the replicator and leave all of your accessories connected to the replicator which stays at home.

Gobs of software come with the unit, ranging from Windows 95 to software for managing audio and video CDs. Many utilities are quite useful. For instance, one of the files found in the utilities is a Guide. Toshiba offers excellent documentation, filling a book

With the Satellite Pro there is no need to carry around a bulky power supply. Rather, it comes built-in as standard equipment.

You can get around in the book quite easily. It is certainly not neces sary to read the entire manual, but if you are new to computers you will find the volume quite useful When pour are on the go howevel you can access the entire guide on the semant. The electronic version comes with hypertext so you made easily jump from subject to other related subjects with the click of the mouse button

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machine that has many other features beyond what I have touched If you am looking for a multimedia machine, you owe it to yourself to consider Satellite Pro 420CDT. Copyright © 1997 #1

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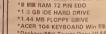




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Solutions

Small Office/Home Office continued from page 56

One is the financial planner, which claims to glive you a quick look at the financial future in just fifteen minutes. I gave a more like a half an hour. While I did not get all the advice I might have wanted, that was because I did not have all the unformation I needed to put into the program. That in itself is valuable intelligence—I mow know what I need to find our work programs.

While the center of Quicken as the check-book, the center of the Financial Planner is the interview. The program queries you about what you have in the bank, and what you are putting away it asks what you expect to put away in the future, and at what income you hope to retire, and at what income you hope to retire. (Large, pleased) Then it asks the risk level at which you are willing to invest From this information it gives you as estimate of your condition. Will you be able to retire at this level? Will your money last until your likely date of death? No matter what the answer, it gives you action steps to take to achieve your goal.

The Quicken Financial Planner also connects to the Quicken Financial Network. The value of your investments depends on the ebbs and flows of the financial markets, <u>m</u> it does make sense to be able <u>m</u> monitor them online.

All this is necessary because small business people must do their own financial planning, or end up in the hands of professionals. Even if we are trusting someone else to make financial decisions for us, it is worthwhile to check their work from time to time. I speak as a person who trusted a professional tax-preparer and then cleeked his work. Turns out he had neglected to deduct state taxes. When he corrected that error, he left unchecked the box which said I could document my business expenses. Yes, it is worth monitoring the professionals, and for that alone the Quicken Financial Planner could be invaluable.

Despite my had experience with a former tax person. I would recommend using the Financial Planner in conjunction with professable the property of the property of the property of the Bryant Quinn—is just not going as a set all your questions. Let one source be a check as the other.

QuickBooks

Many a self business has been operated from Quicken itself But the time comes when you need to graduate to a larger and more complex package.

MICROTIMES - JANUARY 3, 1987

QuickBooks is designed for that task. I looked at a late beta of QuickBooks Pro 5.0, which is a simple bookkeeping system for a small or medium-sized business. It turns out that they have built the same help for tyros into QuickBooks that they put into their home software. This is certainly merofessional product, but it is designed for the owner-bookkeeper who has no accounting experience.

There is mextensive introduction that gives you an overview of QuickBooks, with voice and pictures. When you open the program itself, and click on anything for the first time, an explanation box comes up. You see choose not to see this information again, or let it return if you think you will need the reminder.

QuickBooks Pro offers an overview of how to adopt the software for your industry. Many people have used the program in the past, so why re-invent the wheel? Like the Financial Planner. QuickBooks helps you customize the program through as increvent, it — as the information about your industry to suggest what most users in that business will need in their accounting system.

It took about half is hour to complete the interview for my small company. At the end of it I had the income accounts made and labeled: expense accounts had been created, subcategorized and connected to tax schedules: and the basic reports were in place I is ready to go. Those elements of a bookkeeping system which I did is need had been folded away. When QuickBooks discovered during the interview that I have no employees, all the employee and payroll sections of the program hid themselves.

A large number of reports included with QuickBooks: invoices, purchase orders, job estimates, profit and loss statements, and other ports and outside the profit of the pr

QuickBooks offers a timer utility that will be a tremendous help to people who must bill for their see. You see run it when you see not running QuickBooks, and see a see keep track of time you spend on various projects. The data see then be carried into QuickBooks for later billing.

You will not les surprised that QuickBooks

also connects with QFN and with your bank, we you can make electronic transactions. Finally, there are taxes. QuickBooks will prepare an accountant's copy for you to take to your friendly CPA.

With QuickBooks you can set up accounts for customers and keep track of orders, sales, invoicing and bills paid. You can track employees and other costs, and keep a list of your inventory. You can maintain a database of customers and have a calendar-related to-do list for your business. Much of what you need to do In your business can be handled from this single program. QuickBooks will do for your company the same thing that Quicken will do for the home: In gives you a handle on your financial information. Beginning with a small and comprehensible example, it holds your hand while you build exactly the system you need. In the end, you will have created a quite-powerful business accounting system. The intimidation you began with is gone.

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The Making of continued from page as

only two times you'll ever get free legal advice. When you're interviewing law firms and when you get arrested and the court appoints one to you.

Can't help you with the second situation, but I recommend that you prepare for the first one in advance. By preparation, I mean, from the moment you've finished reading this article, write down all of the legal questions you may have. (As mentioned above, going through the incorporation process will bring up a few questions if you need a start-

When picking a law firm, try to find someone that you genuinely like (OK, insert lawyer joke here) and one that you feel knows your business. Believe II or not, legal representation shouldn't just be about crossing the "i's" and dotting the "t's" (see how easy it is to change the material meaning of a phrase?), but also about helping you with the "I don't know what I don't know" aspects of contract and legal advice Believe me, the only way a lawyer will know this stuff is if they've been around your block a few times.

In an hour and-a-half interview, you should be able to ask thirty minutes' worth of solid questions. (A lot of the interview will be the lawyer interviewing you, un at least trying to get a grasp on your bust ness, your ability to pay your bills, etc.). You should interview at least two or three firms (get recommendations for four or five and whittle it down). The suit you're interviewing usually charges about \$300 bucks an hour, which means overall you'll get about \$300-\$400 worth of free. general purpose legal advice.

Tip: Don't jerk lawyers around. Only talk as them if you was seriously considering hiring a law firm, which doesn't necessarily come at the start of a business. Print has been around most of 1996 and we're only now interviewing law firms.

Getting Free Accounting Advice

Follow the same advice as above. Since legal and accounting issues often mix, try alternating interviews. Doing am may bring up addition al legal and accounting questions (which you can ask the appropriate interviewee for free), or you may want to see how the different firms tackle the same question.

200 an hour, you might be able 100 get 10 couple hundred dollars worth of free general advice.

Tip: Same tip m before-don't jerk accountants around. However, you might want to interview them a bit earlier in the process, since putting your company's tax status in place is an important part of incorporating,

Almost M The \$1 Million Level. Not!

By my calculations, we're still about \$995,000 away from that \$1 million savings mark. (It would be nice to be big enough by now that we could call it a rounding error, eh?) Don't despair, I started with the smaller stuff on purpose. Next up are some fun targets: office space. equipment, hiring, company valuation, and as on

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Tracy Longo Microtimes Magazine 803 E. Katella Ave., Suite 210 Anaheim, CA 92805

As a Philips CD-1 national distributor, a not sure which in the best ways to introduce these MPEG mones to the computer market. We tried radio, TV, and other print media, but found

Microfimes accounts for many than seventy percent of our sales volume. Many people did not know that they can play these blockbuster movies and their computers. with such fidelity and that they can share these VideoCDs with so many friends. You see, Video while some nutrity user these these video cold with so many thends. You see, Video CDs are almost as compatible as the audio CDs. Video CD can be played back on MPEC, PC, Mac. LUX are almost as companies as one auton LUX. Videocut can be played obox on invitou it., MAC, Amigo and TV-based machines like CD-1, SD0, Sega Sahrm, and Video CD players. Few PC users

Anuga and IV-based machines use CDA, 3DA, segit amont, and video CD players. Pear PC users were confused between MPEQ software (which is used to burn a normal SVQA card into m MPEQ. were combased between MPELY software remains used to turn a normal overlyst calls and all more re-cording and dedicated hardware MPEC. Once they came to CD MOVIES is forter and saw a 386 computer with a 2x CD-ROM using our \$118 dedicated MPEG and playback movies better than comparer write a 22 CLANCOM using our \$118 decirated MPECF card playback movies better than their Penhum 106mhz equipped with 6x CD-ROM and a \$400 top-of-the-line SVGA card we didn't have to explain the concept much further!

Microtimes Multimedia & Beyond section was the perfect section for us to largel our audience Mucotumes: Mustimentals a Seyone section was the period section for the to target our assente-te because this it where readers go to for the latest Taleeding' edge of technology. Some of the causal traders of Microtimes wanted mile thank you for showing them so many good teasons to buy

Microlimes brought us so many customers that we had to stop running our ads for a couple requirements croogen us so many distances that we had to stop remaining our assetut a couper only because of parking problems. Since then we've moved to a new bigger location with plenty mounts occasine to passing protecting. Since then we've moved to a new project location, with pietry of parking, but after being back in Microtimes for only one week, we have a new problem. So many of particular, our enter using back in inducuous to romy one wrists, we have a new problem. So many outcomers can be in the store at one time, which makes it hard for us to give each individual customer uniformers can be in the start as one unit, which these as may for us to give each marviage casoned the attention will we would like to. To solve this we've increased more staff and opened more stores in Southern California. We was part of this success to you and your magazine

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The Tenth Annual MicroTimes One Hundred

continued from page 120

Wang Weng

Computer Science Instructor California State University, Dominguez Hills

One of Professor Wong's students brought him to our attention, saying "Dr Wong is by far the best teacher I've ever had. He knows his stuff, and makes sure that his students understand what he's trying to teach. He goes beyond just teaching the class material. He includes reallife scenarios of how we, as computer science students, will fit into the job world." We're happy to join in the well-deserved applause.

And Wrixon

Director BMILE

Longtime readers already know that we think BMUG is a major force for good, and it's now officially the world's largest computer user group. Reader Thom Kwiatkowski of Oakland singles new director Wrixon out for particular praise for 1996, citing not only her achievements making the group's huge array of member services more accessible, but for such community outreach endeavors as collecting computers for distribution to families that othenvise couldn't afford them.

Yoshida CEO and Managing Director

Trans Data Systems http://www.webworldinc.com/transdata

Yoshida is an entrepreneur on a global scale, involved in import/export of products from video cameras to pharmaceuticals. However, a quick visit to his home page reveals him as deserving platform going in the face of major adversity, and his employees recommended him to our attention for his work

putting Amiga technology to work in local

Zimmermann

Author

Pretty Good Privacy

His trouble with the feels more at last idespite sporadi: attempts to som to Chipper on a haples populace they decided out to pruse sees PGP author for uploading the free secure Seybold are Dan Lynch se come to california. start a compa .. 1802 make he software commetically aseta.

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The Tenth Annual MicroTimes Own Hundred

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Resources

Calendar Of Events

Conferences, Shows, Special Events

January

January | Computer Marketplace, Sherman Square Entertainment Center, Reseda, National Productions, Contact: 1-800-800-5600.

January 4-5 Computer Super Shows. O.C. County Fairgrounds. Super Show Productions. Contact: (714)459-6105.

January 5 Computer Marketplace. Sequoia Conference Center, Buena Park. National Productions. Contact: 1-800-800-5600.

January 6-10 1997 Annual Technical Conference on UNIX and Advanced Computing Systems, Anaheim, Contact (714)588-8649.

January 7–10 MACWORLD Expo Conference. San Francisco. Contact: 1-800-315-1133 or URL: http://www.mha.com/macworldexpo.

January 11 Computer Marketplace, Earl Warren Showgrounds, Santa Barbara, National Productions, Contact, 1-800-800-5600

January 11-12 Computer Super Shows. Riverside Convention Center. Super Show Productions. Contact (714)459-6105.

January 18-19 Computer Marketplace. Fairplex Expo Center, Pomona. National Productions. Contact 1-800-800-5600.

January 22–25 Medicine Meets Virtual Reality:5. L. Diego UCSD School of Medicine. Contact (619)749-2498. mmv@amainc.com. or URL http://www.amainc.com/umianc.

January 22-25 Global Healthcare Grid: Transformation of Medicline through Communication. Sam Diego UCSD School of Medicine Contact (619)751-6841 or URL http://www.mmmgc.com/tamaingc

January 25-26 Computer Marketplace. Henderson Convention Center, Lar Vegas Namonal Productions Contact 1-800-800-5600 January 25-26 Computer Super Shows. Glendale Civic Auditorium. Super Show

JANUARY 18-19

Computer Marketplace

Produced by National Productions, Inc., for over thirteen years, Computer Marketplace covers 100,000 square feet with over 300 exhibits featuring multimedia systems, notebook computers, software titles, modems, and other peripherals at discount pricing. Open 10-5 pm, admission \$8. For more information, call 1-800-800-500, or URL: http://www.computermarket.place.com.

JANUARY 7-10

MACWORLD Expo

MACWORLD Expo/San Francisco promises to be the largest MacIntosh-focused technology event on the West Coast. The expo will feature keynote speakers such as Apple Fellow Guy Kawasaki and Apple Chairman/CEO Dr. Gil Amello, who, along with a host of other speakers, will discuss the Mac's future and also the computing world's hottest topics, including the Internet and World Wide Web. Vendors and developers also be on hand to display the latest in Mac-based publishing, illustration, audio/music, multimedia, connectivity, operating system, and telecommuting technology. Nick Demartino of the American Film Institute (AFI) will also discuss now computers, and specifically Macs, have reinvented Hollywood's film industry. For more information, call 1-800-645-EXPO, or URL: http://www.mha macworldexpo

Productions. Contact: (714)459-6105.
January 27 ACP Computer Swap Meet. Santa Ana.
Super Show Productions. Contact: (714)558-8813.
January 28-30 SoftEx in Accounting and
Finance. Los Angeles. Contact: 1-888-8-SOFTExt. register@softensac.com., or URL: http://www.
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February 1-2 Computer Super Shows. The Chatsworth Marketplace. Super Show Productions. Contact: (714)459-5105.

February & Computer Marketplace, Sequoia Conference Center, Buena Park, National Productions Contact: 1-800-800-5600.

February 3-6 ComNet Conference and Expo-Washington, D.C. Contact: 1-800-545-EXPO of URL: http://www.mha.com/comnet/.

February 8–9 Computer Marketplace. Fairplex Expo Center. Pomona. National Productions. Contact: 1-800-800-5600.

February 9-12 Demo '97, Indian Wells, CA Contact: 1-800-633-4312.

February 12-14 Professional/Scholarly Publishing Division's '97 Annual Conference Washington, D.C. Association of American Publishers Inc. Convect. (2) 2) 255,0200

February 15 Computer Super Shows. Glendale Civic Auditorium. Super Show Productions. Contact: (714)459-6105.

February 16 Computer Super Shows. Riverside Convention Center. Super Show Productions. Contact: (714)459-6105.

February 22-23 Computer Marketplace. Fairplex Expo Center, Pomona National Productions. Contact: 1-800-800-5600

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February 27—March 1 Sunbeit Computer & Graphics 1997. Atlanta. GA. Contact 1-800-330-7491 or URL: http://www.usunbeitshom.org.

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Sequoia Conference Center Take the Beach Bivd and off and Ill Freeway. Go may block mans to 7530 Orangethorpe

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March 8-11 1997 SXSW Multimedia/ Interactive Festival, Austin, TX, Contact: sxsw@sxsw.com . or URL: http://www.sxsu.com March 8-9 Computer Marketplace, Henderson Convention Center, Las Vegas, National Productions. Contact; 1-800-800-5600.

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March 15-16 Computer Marketplace, Fairplex Expo Center, Pomona, National Productions Contact: 1-800-800-5600.

March 18-20 Internet And Electronic Commerce Conference And Expo. New York, NY. Contact: (203)256-4700, iec@expocon.com , or URL: http://www.expocon.com/iec

March 18-22 Technology and Persons with Disabilities, Los Angeles. Center on Disabilities, California State University, Northridge, Contact: (818)677-2578, LTM@CSUN.EDU , or URL: http://unww.csun.edu/cod

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January 6-8 Hands-On Microsoft SQL Server. Glendale Computer Education International Contact: (818)553-2607

January 6-February 10 Java Programming Fundamentals. Los Angeles UCLA Extension. Contact: (310)825-4100

January 9-10 Netware Basic Training, Los-Angeles, Professional Learning Center Contact: (714)725-0758, 72110 2233@computerse

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State Fullerton Extension, Contact: (714)773-2611 January 27 Introduction to Client/Server Computing, Fullerton, Cal State Fullerton Extension. Contact: (714)773-2611.

January 27-30 SkillTech Regional Seminar Series. Phoenix, AZ. Contact: 1-800-34-TRAIN, or URL: http://www.skilltech.com

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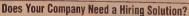
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February 4-20 Grand Tour of Macintosh Graphics Applications. Fullerton, Cal State Fullerton Extension, Contact: (714)773-2611.

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February 19 Creating Your Home Page for the World Wide Web-Fullerton, Cal State Fullerton Extension, Contact: (714)773-2611.

February 20 Peri Programming, Fullerton, Cal State Fullerton Extension Contact: (714)773-2611.

February 22 Introduction in Visual Basic, Fullerton, Cal State

February 22 Fundamentals of SmallTalk, Fullerton, Cal State Fullerton Extension. Contact: (714)773-2611

February 22-March 22 Microsoft Course 689: Supporting Microsoft Windows NT 4.0-Enterprise Technologies. Los Angeles UCLA Extension, Contact. (310)825-4100

February 24 Advanced Shell Programming, Fullerton, Cal State Fullerton Extension, Contact: (714)773-2611.

February 25 A Hands-On Tour of Macintosh and Key Applications

Fullerton, Cal State Fullerton Extension, Contact. (714)773-2613

February 26 World Wide Web: A Hands-On Introduction. Fullerton-Cal State Fullerton Extension, Contact: (714)773-2611

February 26 Object-Oriented Analysis, Fullerton, Cal State Fullerton Extension, Contact: (714)773-2611

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Solutions

Pens & Palmtops continued from page 76

whereas the Psion machines are based on a less portable 16-bit design. The fact that Psion can implement a Web browser on their machines, however, does bode well for their chances to compete with the well-heeled Microsoft behemoth.

Casslopeia

Finally, some more detailed observations about the Casio Cassiopeia

As I mentioned above, the Cassiopeia is based on the Hitachi SL-3 low-power RISC design. Unfortunately they do not say what clock speed the processor is running at, so it is difficult to gauge processor power, but even the slowest SL-3 should theoretically get at least 486-level performance.

That said, the Web browser speed seems to indicate that the machine isn't quite up to its promise; it takes much longer for it to display a page loaded from the RAMdisk than a 486 running Netscape on the same page. However, this could be due to poor programming rather than a slow processor, and the 11 beta is significantly faster, as I noted, than 1.5.

Philips and NEC == releasing Win CE devices with a MIPS processor—it is possible that this processor will be a better performer than the SL-3, but it is possible that it will also burn more power

I found the Casio's battery life under heavy use was approximately ten hours for two AA batteries. I would recommend using recharge able alkalines or NiCads instead of regular alkalines. Unfortunately the Cassiopeia does not come with an AC adapter standard, so you have to either waste batteries if you use is alot, or purchase an optional AC adapter/sterial cable/cradle Other problems include the dimness of the screen due to the touch-sensitive layer—better than the OmniGo, but I might have preferred a tiny trackball instead of a touch screen, just to

the Casio is an excellent buy. For \$600 you quite get a bit-4MB of RAM, a serial cable and transfer software. a PC Card slot, and a number of useful applications. Although there are other, fancier, and a bit sexier Win CE machines that will hit the market over the next year, Casio is here now with what is likely in become the refer held PC for a while

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RESOURCES:

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Casio, Inc. 1-888-204-7765 URL: http://www.casiohpc.com/

Microsoft Windows CE Microsoft, Inc.

1-800-426-9400 URL: http://www.microsoft.com/ windowsce/default.asp

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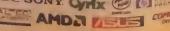
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Amiga-San Gabriel Valley (ATUG). Meetings 3rd Sat. 11 am. 1st Southern Baptist Church Temple City Contact Steve. (818) 285-6424 [Exp #161.]

APPLE

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LA area. Apple II and Macusers group. Support for
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ATESIG-Alari 8-Bit SIG. 145 Surf Pt. Seal Beach Cooperative user group for model railroad applications. Contact: (310)430-5433 or D.MCALLISTE2@gente.

CAD

Architecture SIG of the LA Macrintosh User Group, Meetings 4th Thurs, 730 pm. LAMG Resource Center Santa Monica. Focus or computers in atchitecture and related fields Guests was Contact Susan McDanough (318) 302-2190 [Exp. #563]

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Long Beach IBM PC And Comparishes Users Group Meet as 200 Wed On Mar Jonathan E Pan Jonathan Beach Wr on Jonathan novice and the experienced BBS, public domain library newsietter, SIGS S35/year, \$45 for tamiles. Contact. Jim Wells, (310) 439-7114 JExp.#160

Los Angeles Computer Society. Meetings 2nd Trues, 7:00 pm. Robert Frost Auditorium Culver City High School, 4401 Elenda III Culver City Hop opportuges vendor presentations, product review, special interest groups, BBS winterest groups, BBS (310)471-2726 [Exp. #155].

NOCCC (North Orange County Computer Club) Meetings 1s Sun, 9:00 am, Chapman University, 333 N Glassell Ave Orange Corporate presenters III SIGs consumentation rattles 805 newslet-ler helpline Call (714) 938-8080 [Exc.#160]

Orange County 18M PC Users Group. Meetings 2nd Tues. 6 30 pm Spaakers software newsletter 88S Open 80 public all wetcome Contact all wetcome (714)990-0550, or orropug sprodugy com [Exp #162]

SCV PC-Group. Meetings 2nd Wed 7:00 pm. Valencia Town Center Community Room Contact (805)298-1680 [Exp.#165]

Southern Cattlerate
Computer Society.
Meetings 4th Tuss. 7:00
pm Farmers & Merchants
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838-5812 [Exp #163.] KAYPRO

KAYOS Kaypro User Group. Meetings 4th Tues of even months. 6:00 pm El Segundo Library, Mariposa and Richmond streets. Contact (310)379-8339 [Exp.#166]

MACINTOSH

Champions Of the Mac Proletarist (CHOMP). Meanings 4th Thurs 7:00 pm Avery Auditorium Patzer College, Claremont O&A, raffle of useful soft-mac avendor presentations exchange views opinions. experiise Contact: All Auditorium Chompions (1999)526-7784 or AlisatzeraBaccom au Misch Cohen, (909)605-1000

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ASSOCIATIONS

Thurs 7:00 pm, auditorium of Pasadena City Library 285 E Walnut St Pasadena Speakers, O&A. drawings. PD Jibrary newsletter. SIGS All skill levels Contact. Mo. (818)790-9913, or Bob. (213)684-0178. [Exp #f61]

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Pomona Valley Computer
Users Club. Meetings 4th
Thurs 7:00 pm. Pomona
First Federal Savings Bank
Community Room. 9090
Central Ave. Montclair. CA.
Contact Tant Vanderpool.
(909)558-1352 [Exp #161]

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Meetings: 3rd Wed. 5:30 ms. Gatevay Plaza; Horizay Inn. 1429 Yalley View, La Mirada II-5 at Valley View exil. A professional association providing new technology, management topics, networking, and education to the Orange Country LA area. Contact Cathy Cammer-Margolin, (714) 647-1617 or 645-5950. URL http://members.au/com/cat/soudpma/five.net/in.

edu ; mgoddard@chaos fullerton.edu . URL http:// chaos fullerton.edu/oc_fug. html . [Exp.#161.]

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Meetings 2nd Fri 7.00
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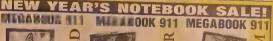
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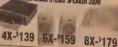
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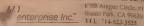
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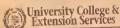
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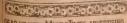
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DVDPAK'S LAST COLUMN . BY JOHN C. DVORAK

The More Things Change...

Or Data-Mining My Past

I went data

mining the other day by browsing through some optical drives of my personal collection of notes and columns done in 1985. It's interesting that just over a decade has passed and this material is as alien as can be. For your consideration.

Here's an excerpt from a column written for the San Francisco Examiner It's amazing how this is the only thing that still holds up. It was written when the 3.5" disk was just new

The new 3.5" floppy disk fits perfectly into a shirt pocket. So what happens when you wash it and dry it in a washing machine with a load of

Well. I took one of these things and washed in and then threw it in the dryer. What happened? I ruined the disk, that's what happened. What would you expect? My recommendation: Don't

Owneds magnetic field,' says Bret Hydorn, manaffect a diskette and 1000 to cease one complete-

sulman path and choose. This feast was spread

Along with this gourmet delight, ACM also served thimble-sized glasses of Guglielmo red and white guzzlers-wine poured from one of those cardboard jug boxes reserved for the lowest grade blend.

The crowd didn't notice. Heaven forbid. You felt like you were at the opening of the symphony (in Omaha) the way everyone strutted, held out their pinkies and pursed their lips as they sipped the jug wine. It was pathetic.

Some people wish I was still writing that kind

In 1985 we were starting to see the beginnings of some serious computer wars with the Amiga and the Atari ST hitting the streets. While data-mining. I ran into this interesting forum that featured Ed Juge from Tandy. He was asked Commodore, but the main queries were con-

(Ed Juge, Tandy) Nick. We got the CirCo off to a strong start, and the second largest installed "independent" of the market. When we came into it, there was nothing else except Apple, at 3X our price. So, I impe the CoCo will continue. If not, the 1000 might be a viulile competitor. But we have every reason to expect the CoCo family

Makes you wonder about the correct definition of "long." I guess we had already begun the

One of the most important event in the 1970s. and into the 1980s was the National Computer Conference which was eventually wiped out by COMDEX, In 1985 I got this memo about that year's conference from a mole attendre who fed me some supposedly valuable information. In second almost every tidbit turned out to be a skentical about new products and claims. You'll

TO: John D.

FM: Mole 122

Stuff from NCC

Toshiba showed a 4MB 3.5" disk drive. Tom Williams knows how it works. Gary Kildall showed his Groller encyclopedia on a CD-ROM. Markoff thought it was poorly programmed. I didn't we it. Verbatim showed a low-cost 3.5" CD-ROM prototype, sending a message to Japan that that's the new standard, says Bajarin. (I don't know what that means, and I didn't see it, but Tim says it usus important.) Doug Clapp-Trap is working for Seybold. NEC showed SoftStyle's Colormate program, which lets you color-in MacPaint files and print them in color on NEC CP2/CP3 printers in one pass. IBM (Itsy Bitsy Machine was Ted Nelson's compares AT add-on monitor/card system called the Professional Graphics Adapter, producing black and white pix that look like TV and animated color à la Amiga. Something

attended, the information would be just as usereport is the trend that more and more products go nowhere, no matter what they tell you.

What's interesting about all this is that I'm to resources, since I've habitually collected all my can now rationalize continuing the process! Holiday weight-gain blues? Check out John's diet

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